

The NATIONAL UNDERWRITER



*REINSURANCE makes a basic contribution
to the strength of the Insurance Industry*



GENERAL REINSURANCE GROUP

Largest American multiple line market
dealing exclusively in Reinsurance

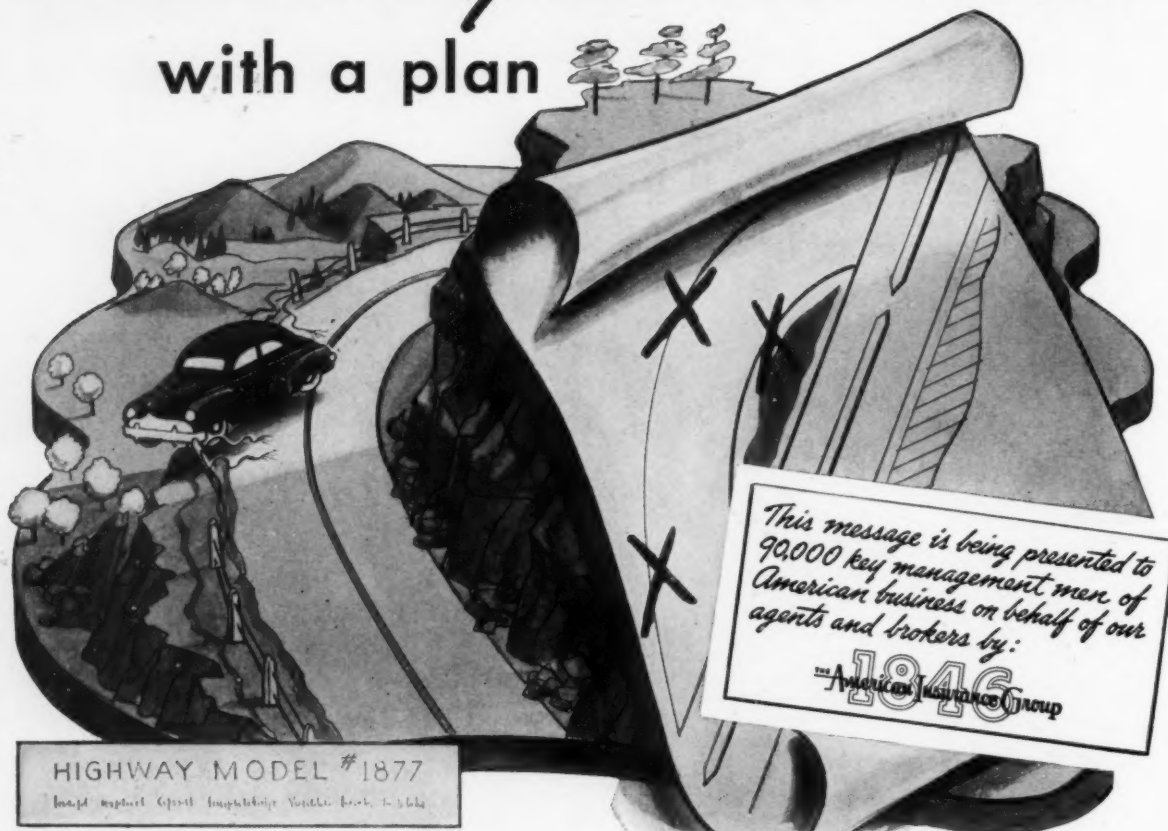
GENERAL REINSURANCE
CORPORATION
Casualty • Fidelity
Surety

NORTH STAR REINSURANCE
CORPORATION
Fire • Inland Marine
Ocean Marine

90 JOHN ST., NEW YORK 7

THURSDAY, OCTOBER 13, 1949

Preventing an Accident with a plan



CERTAIN places on streets and highways breed accidents because of improper markings, insufficient warnings or outdated roadway construction.

The elimination of these danger areas is a vital weapon in the continuing fight against the appalling toll of death on the highways.

You have an important stake in this fight, for while you enjoy the full protection and security of your insurance policy, your premium dollar is working for you and for the good of your community through such organizations as The Association of Casualty & Surety Companies.

Among The Association's myriad safety activities is the making of test traffic surveys in any cities or towns that request them. After exhaustive tests,

detailed plans and recommendations are submitted to local authorities . . . and this does not cost a community a single penny.

Such surveys, plus every activity of The Association, are supported by the member casualty and surety insurance companies.

Through its long and continuing affiliation with The Association of Casualty & Surety Companies, The American Insurance Group emphasizes the strength of its slogan:

Quality Insurance through ever-expanding and ever-improving **Quality Protection** since 1846.



THE AMERICAN INSURANCE GROUP

Newark, New Jersey

The American Insurance Co.
Bankers Indemnity Insurance Co.

The Columbia Fire Insurance Co.
The Jersey Fire Underwriters

Fire Pro
Week
at New

More C
Activit
Fronts

Observa
this year a
cessful in k
ties taking
records hav
of literature
Board, Nat
and other a
been exha

Many cit
campaigns
agree that
ter and mo

Fire Pr
established
the basis o
country by
proximately
supplies w
and there
mand for
talks. In a
crease ove
prevention
telecasting

Field Men

A notice
in all fire
place. Fir
commerce,
the insuranc
taking pay
need for a
this year
at Effingh
steamship
public min

Commun
also has b
dent's fire
lowed by
many stat

There h
done in th
in their
Town insu
in Texas
had their

The cu
vention v
years is l
observanc
successful
sored by
cil indica
show a l
national
that there
to the wo

McCain

Fire pro
to bring
fire losse
of Aetna
said in a
Fire Pro
pointed o
months
than the
as a who
Mr. McC
accidenta
plishmen

(C)

Fire Prevention Week Observance at New High

More Cities Take Part, Activities on Many Fronts at Record Level

Observance of Fire Prevention Week this year apparently is the most successful in history with more communities taking part than ever before. New records have been set in the amount of literature produced by the National Board, National Fire Protection Assn. and other agencies, and the supply has been exhausted.

Many cities are conducting intensive campaigns and the fire prevention men agree that communities are doing a better and more thorough job.

Fire Prevention Week this year established new records for activity on the basis of materials supplied over the country by the National Board. Approximately 30% more prevention week supplies were distributed than in 1948 and there was an especially large demand for material on which to base talks. In addition there was a big increase over last year in radio use of prevention matter and of course in the telecasting of such material.

Field Men Increase Activities

A noticeable stepping up in activity in all fire prevention fields has taken place. Fire departments, chambers of commerce, business luncheon clubs and the insurance agents and companies are taking part to produce results. The need for action is brought home clearly this year because the hospital disaster at Effingham, Ill., and the Noronic steamship tragedy are still fresh in the public mind.

Community interest in this activity also has been stepped up by the President's fire prevention conference, followed by the governors' conferences in many states.

There has been more and better work done in the past months by the field men in their fire prevention associations. Town inspections have been inaugurated in Texas and in the east and these have had their effect.

The cumulative effect of fire prevention work over the past several years is beginning to make the annual observance of Fire Prevention Week a successful endeavor. Contests sponsored by the National Fire Waste Council indicate that cities taking prizes show a lower loss per capita than the national average. This would indicate that there can be some results attributed to the work being done.

McCain Notes Loss Decline

Fire prevention campaigns have helped to bring about a reduction in American fire losses, W. Ross McCain, president of Aetna Fire and the National Board, said in a statement in connection with Fire Prevention Week. Mr. McCain pointed out that seven of the eight first months of 1949 showed losses lower than the same months in 1948. The year as a whole showed a 7.9% decline, and Mr. McCain remarked that this is not accidental but represents real accomplishment by many individuals and

(CONTINUED ON PAGE 23)

Mutual Agents Take Firm Stand

Oppose Countersignature Fee Laws and Term Premium Commutation

Resolutions taking an uncompromising position on two capital problems



Hugh H. Murray

of the hour were adopted by National Assn. of Mutual Insurance Agents at an afternoon session running until 7 p. m. Tuesday during the annual convention at Chicago. The organization came out strongly against any plan involving commutation of the term premium in fire insurance and launched a movement aimed at putting the kibosh on state laws or regulations requiring the originating agent to give the countersigning agent an arbitrary, specified percentage of the commission.

The convention ran from Monday through Wednesday and, including wives, totaled nearly 600, of whom 350-400 were agents. At the overtime busi-

NEW OFFICERS ELECTED

President—Corey G. Hunter, Moravia, N. Y.

Vice-presidents—Henry D. Bean, Hadfield, N. J.; H. L. Fenno, Philadelphia; Gene S. Wilson, Minneapolis; Claude P. Coates, Fort Worth, and R. E. Hill, Chattanooga, Tenn.

Secretary—W. M. Ritter, Fayetteville, Ark. Treasurer—John H. Kroll, Washington, D. C.

ness session Tuesday afternoon no holds were barred and the organization came up with a forthright answer to every problem with which it was confronted.

Hugh H. Murray of Raleigh, the outgoing president, is a dynamic man and he caused the association to face every issue of the day head on. For him there is no compromise.

Countersignature Principle

The resolution on countersignature enunciated the principle that fees and commissions for countersignature should be keyed to actual services rendered and the agents should be permitted the privilege of negotiation in fees and commissions. The present laws in some states, according to the memorial, may conflict with the public interest and with the commerce act of the constitution. Philip Baldwin, the executive secretary, was instructed to counsel with state and regional associations and any other interested parties on the question of modification of the laws and regulations and to report at the next meeting, which will be the mid-year gathering at Virginia Beach in May.

On the matter of installment payment of the term premium the resolution favored prohibition of the plan in states in which it has not been introduced and the rescinding of it in states where it has been approved.

Corey Hunter of Moravia, the new president, looks like a president—very distinguished—and acts like one—very democratic. He operates the agency that was started by his father-in-law in 1894. He went into the office 18 years ago,

La. Withdraws Approval of Installment Plans

The fire insurance division of the Louisiana insurance rating commission has withdrawn its approval of all installment premium payment plans and annual renewal endorsement plans heretofore approved for use in Louisiana, according to an announcement by William H. Kirchem, chairman. The ruling is effective October 15. The decision of the commission follows an open hearing held early in September at which numerous agents from various parts of the state vigorously opposed use of the North America plan as well as the annual renewal endorsement plan which was filed by a number of companies.

At the same time the commission announced that rate reductions on certain classes had been approved, the details of which have not yet been released.

before that having been in the lumber and construction business at Schenectady. He has been a mainstay of New York State Assn. of Mutual Insurance Agents for 15 years. He is presently its treasurer. His son, Wallace Hunter, is in the head office bond department of Hartford Accident.

The biggest extra curricular event of the week was the traditional breakfast of Central Manufacturers Mutual Tuesday attended by about 200 and over which Vice-president H. A. Kern presided. The speaker was Superintendent of Schools MacFarland of Wichita and he made a great hit.

Tuesday evening, right on top of the late session, about 50 gathered for a dinner of presidents and secretaries of state associations over which Benjamin Sager of Cleveland, past president, presided.

The President's Talk

Mr. Murray in his address called for each of the state associations to work in the public interest. If they do not, he said, these associations will cease to function.

In keeping with the theme of the convention, which was "in the public interest," Mr. Murray pointed out how throughout the year this was made the objective of the national association. He declared that the multitudinous governmental controls exist today because in many instances private enterprise has failed, leaving the government but one alternative.

The present inclination of companies to broaden coverages will eliminate, Mr. Murray believes, the necessity for governmental intervention in the insurance business. As long as the insurance companies continue to make available what the people need and want, and the agent satisfactorily performs his functions, Mr. Murray predicts that insurance will remain a free enterprise continually serving the needs of the public. The prime objective of the association for the year, Mr. Murray said, was to study the feasibility of an all-risk physical damage policy. He said that letters were sent to numerous companies and 49 insurance commissioners. Seventeen commissioners reported that they thought highly of the plan and would welcome its introduction. Similar answers were received by companies which feel that there is an urgent need for such coverage.

The Transportation Rating Bureau in Chicago has been studying the plan and will soon promulgate a rate. "It is ex-

(CONTINUED ON PAGE 16)

Tex. Mandatory Deductible on Wind Held Illegal

Judge at Austin Finds Legislative Authority Is Necessary

AUSTIN, TEX.—The mandatory \$100 deductible on windstorm and hail coverage in Texas was ruled illegal Tuesday by District Judge Roberts in Travis county court.

The court ruled that the Texas board was without authority to order the deductible when it went into effect in 1946. The suit was brought by Jess Carter to vacate the 1946 board order. The board had argued that under the statutes governing the issuance of uniform policies it had the authority. The court rules that the legislature must give specific authority and that it had not done this.

Opinions differ widely as to immediate effect of the district court ruling that the board of insurance commissioners does not have authority to make the deductible mandatory. Precedent has been set in Texas indicating that the board will take no action until the case has reached the supreme court. In at least one previous case in which the board was ruled against in the lower courts no new rates were made nor endorsements changed during the appeals to higher courts and the supreme court finally upheld the board's authority. The board is the only authority recognized by the insurance fraternity and new rates will have to be promulgated before the deductible becomes optional.

The Texas board of insurance commissioners announces reductions in hail and windstorm rates that are calculated to produce a decline in premiums of \$2 million. The lower rates, averaging 12.07%, apply in all counties except the two tiers closest to the Gulf of Mexico. There was no rate change in the latter counties. The reductions apply to dwellings, farm and ranch buildings, all classes of brick and masonry structures, and mill construction.

Fire Insurance Commissioner Paul Brown said that the reduction became possible because of improved experience that was traceable to the use of the mandatory \$100 deductible clause.

At the same time there were fire insurance rate changes with decreases estimated to represent \$1,641,320 and increases \$540,287. The principal reduction was a 16.75% cut in rates on frame dwellings outside city limits.

Bielaski at I. M. Claim Session

Bruce Bielaski, National Board, discussed the reporting of inland marine losses to the National Board and the payment of rewards at the dinner meeting of the Inland Marine Claims Assn. at New York City.

E. J. Erbacher, independent adjuster, and Frank B. Mortimer, independent adjuster, were elected to membership.

Thomas E. Wood, Cincinnati local agent and booster of the Xavier University football team there, sponsored the broadcast of the Xavier-Miami University game played at Oxford, O., last Saturday.

Mass. Agents Take Stand Against Installment Plan

Auto Dealer Insurance Activities Subject of Much Discussion

Massachusetts Assn. of Insurance Agents wound up its annual meeting at Boston last week with a resolution opposing installment term fire insurance premiums. Another resolution called for opposition on the part of organized agents to all government insurance programs, including socialized medicine, and asked the insurance business to lend every effort toward selling private insurance instead. H. D. Barnes, Pittsfield, past president and past state national director, was chairman of the resolutions committee.

Graham Smith, Brockton, the new president, and the other officers were formally installed at a luncheon which concluded activities and at which C. P. Butler, New York, executive vice-president National Assn. of Insurance Agents, was the featured speaker. Retiring President A. B. Fair, Natick, was given a vote of appreciation. D. J. Lowd, Northampton, state national director and newly elected member of N.A.I.A. executive committee, reported on the Chicago meeting and urged the support of members for the eastern regional N.A.I.A. meeting in Boston next spring.

Auto Dealer Activities

At the annual open discussion of agents' problems, at which C. K. Steele, Gloucester, past president, was chairman, the matter of automobile dealers selling insurance was prominent. It was brought out that Commissioner Harrington has asked complaining agents to bring him specific facts and figures about any particular case and promised action under such circumstances, but all those complaining reported that it is most difficult to get a customer of an automobile dealer to provide this information. An unofficial resolution was submitted by the executive committee asking for investigation of the Connecticut law that no seller of merchandise to the public may receive commission on insurance, with a view toward possible support of such legislation in Massachusetts.

There was also considerable complaint after the session against the recent increase in the minimum premium for reporting forms in New England from \$100 to \$200. The complaint voiced by a number of agents was that an insurance producer who has gone to real trouble to sell an insured on the advantages of reporting coverage is now faced, in case of a small risk, with the problem of reselling the whole thing for twice the minimum premium. It was the sentiment of almost everyone that the insurance companies had fallen down badly in not discussing such matters with the agents before acting.

Auto Registrar Speaks

R. F. King, Massachusetts registrar of motor vehicles, spoke on the current automobile situation and was kept occupied for a long time answering questions. He said that later statistics show that teen age drivers are no worse on accident records than those in the other brackets under 30 years old. He described the work which the commonwealth has done in highway safety and driver education activities and reported that Massachusetts either has or will

Many Drawing Cards for Ill. Agents 50th Parley

An exceptionally large attendance is expected for the 50th annual meeting of Illinois Assn. of Insurance Agents at Peoria, Oct. 24-25. A program to do justice to this significant anniversary is in store.

Superintendent Robert E. Dineen of New York will be a big drawing card. He is scheduled to address the luncheon Oct. 25.

The banquet will be featured by an outstanding floor show. There will be no speeches. Millers National is sponsoring this entertainment. The show is being produced by Doris Hurtig & Associates of Chicago.

Special emphasis is given the appearance of Richard E. Chislett, director of the insurance and social security department of Standard Oil of New Jersey. He is exceptionally well informed in temporary disability benefits legislation and it is certain that this will be an important question in the 1951 legislature. The Illinois agents will have an opportunity here to get a very complete background picture to aid them in relating the problem to the Illinois situation.

Other speakers with definite messages of current interest are scheduled. The directors are holding a pre-convention session the evening of Oct. 23.

The complete program is given here-with:

Monday Morning, Oct. 10

Invocation—Rev. Edward C. Gates, First Presbyterian Church, Peoria.
Welcoming address—Joseph O. Malone, mayor of Peoria.

Response—Russell L. Sprouse, Springfield, chairman of Illinois Assn. of Insurance Agents.

Report of Administration—Lyman M. Drake, Jr., Chicago, president, committee report and appointment of committees.

Loss Prevention and the Trucking Industry—T. L. Lynch, mid-western representative Babaco Alarm System.

Monday Afternoon

Packaged Personal Protection, Corlett T. Wilson, Wilson & Wilson, Rockford, Ill.

Insuring Your Agency's Continuation, L. Ray Ringer, educational director Aetna Fire.

"Taint Necessarily So"—Harry E. McClain, executive secretary Indiana Assn. of Insurance Agents.

Tuesday, Oct. 11

Found Money, premiered at National association meeting at Chicago.

State Disability Funds, Richard E. Chislett II, director of insurance and social security department Standard Oil Co. of New Jersey.

Mutual Competition—A Myth?, W. F. Kuffel, Kuffel-Egert Co., Chicago.

Luncheon—Installation of officers. Address Robert E. Dineen, superintendent of insurance of New York.

Agency 50 Years Old

The C. G. Blakely & Co. agency, Topeka, is celebrating its 50th anniversary. The agency was founded by C. G. Blakely, Sr., in 1899. C. G. Blakely, III, is now an active member of the agency.

Arne J. Ulvila, coast insurance manager at Los Angeles of London Assurance, reviewed the new California fire insurance policy before the Insurance Women's Assn. of Long Beach.

receive three different national awards for this work. He also pointed out that public scrutiny of the cost of automobile insurance must be expected permanently, since this is an important item to commercial operators and a slight change in insurance charges can be the difference between operating at a profit and at a loss. He also discussed some of the current problems in both automobile construction and habits of drivers and expressed the fond hope that the builders of automobiles would spend less time and money on attractive gadgets and more on devices and constructions which would increase the safety of automobiles.

Formal Education Speeds Up Adjuster Training

The educational program of General Adjustment Bureau's eastern department now is operating on a full-time basis and during the coming year there will be courses covering fire, automobile, casualty, business interruption and inland marine. Under general supervision of W. C. Moore, director of education and research, the courses of instruction have been expanded and as they have proved their effectiveness, the educational program has come to be regarded as a long-range one.

Heretofore, most men learned the adjusting business by actual experience, which meant that a long period of time was required to supply the novice with the theoretical, technical and practical experience so necessary for the proper adjustment of losses. As an apprentice, a young man would accompany experienced men during the course of their daily work and his theoretical knowledge would be acquired by reading assignments on adjusting topics. At best, this system was haphazard, since progress of the apprentice depended upon the ability and interest of the adjuster with whom he was associated.

Experience Still Is Vital

It still is necessary to learn adjusting by adjusting losses, so far as practical experience is concerned. However, an organized educational system imparts basic information much more quickly than any apprentice method. The experience of G.A.B. has shown that the time required for the acquisition of the theory of adjustment and knowledge of the insurance forms, under which the adjuster will adjust losses, has been greatly reduced by classroom instruction.

A student in the automobile school, for example, attends class seven hours a day for 20 days and also has outside assignments. Thus, in the period of a month he receives 140 hours of instruction in addition to outside study. Under the apprentice system the neophyte would not have the advantage of a planned curriculum nor the benefit of a course of instruction from trained adjusters fully qualified to instruct their students.

Another advantage to the school approach is greater uniformity in procedure. The new men receive the benefit of a single method of instruction and those who have been trained in this way

respond both with greater uniformity and promptness to new ideas or changes in procedure. Any other method of training could not be uniform since the student's knowledge would be based on the individual procedures of the man charged with his instruction.

Get Indoctrinated First

General Adjustment Bureau has found it highly satisfactory to assign new men to branch offices for a period of indoctrination before attendance at the schools. During this period the trainee becomes acquainted with the terminology of the business and with basic branch office procedure. Thus, when he does attend the school, he is not a stranger to the business. This has a tendency to speed up his formal education.

Schools in the fire adjustment business still are rare. G.A.B.'s program meets the three general requirements of a school: Separate quarters (Hoboken); a managerial staff responsible for the school and devoting full time to it; and a planned curriculum. Classes consist of 15 to 20 men. In addition to basic courses, refresher courses are given for many of the men in the field to bring them up to date on current procedure.

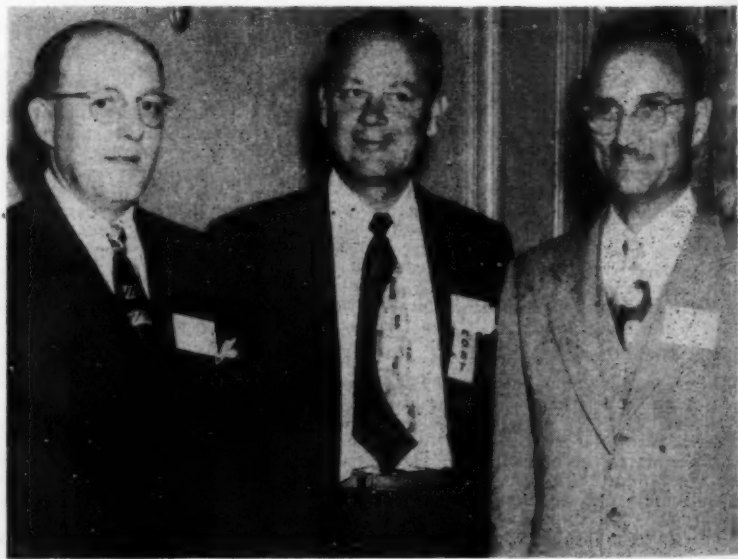
Get Practice as Well as Preaching

The automobile schools run from four to five weeks and are designed for the newer men in the organization who will devote their full time to the adjustment of automobile claims. The course of instruction includes not only theory but practical metallurgy and study of automotive vehicles with special stress being given to the types of damage resulting from collision and the correct method of estimating the loss. In addition to classroom instruction, the students make visits to automobile repair shops to learn the methods of repair. There are also shorter refresher courses for seasoned adjusters.

The fire course deals with the standard fire policy, the dwelling and household furniture form, mercantile and manufacturing forms, contribution clauses, farm form, warranties and clauses, moral hazard losses, extended coverage, windstorm, non-concurrent apportionments, unearned premium insurance, sprinkler leakage, water damage, explosion and steam boiler, compre-

(CONTINUED ON PAGE 19)

New Officers of National C.P.C.U.



Elected at the annual meeting of National Society of Chartered Property & Casualty Underwriters at Dallas were F. Harmon Chegwidan, treasurer of Camden Fire, president; Hal A. Gullede, Dallas local agent, vice-president, and Robert McWilliams, Los Angeles attorney, director, shown above left to right. They will take office Jan. 1.

uniformity
or changes
method of
since the
be based on
of the man

a has found
n new men
d of indoc-
the schools.
ee becomes
ogy of the
anch office
loes attend
nger to the
y to speed

ment busi-
s program
rements of
(Hoboken);
le for the
to it; and
es consist
n to basic
given for
d to bring
rocedure.

teaching

from four
ed for the
a who will
(adjustment
course of
theory but
y of auto-
ress being
resulting
ct method
ddition to
ents make
os to learn
are also
seasoned

the stand-
nd house-
ntile and
bution
ties and
extended
urrent ap-
um insur-
damage.
compre-

10)

Casualty
re, presi-
ams, Los
Jan. 1.



FACE to FACE...

"If you have been wondering what I
look like—well, here I am—face to face!

"You'll find me in all North America
National Magazine advertising telling
the public about you and your services.

"Indeed, I am YOU!"



**INSURANCE COMPANY OF
NORTH AMERICA**
COMPANIES, Philadelphia

★ INSURANCE COMPANY OF NORTH AMERICA ★ INDEMNITY INSURANCE COMPANY OF NORTH AMERICA ★
★ PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY ★ THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA ★

Uniform Filing Plan Pursued by Zone 4 Officials

Four Meetings Annually for Rating Men Wanted—Big Milwaukee Meeting

MILWAUKEE—A uniform plan of submitting filings on fire and casualty policy forms and rates under state regulatory laws was discussed and will be recommended to National Assn. of Insurance Commissioners by Zone 4, according to A. W. Harris, Minnesota, chairman of the zone, following a three-day session here and at Madison. All of the eight states were represented by their commissioners, deputies, chief examiners, actuaries and rate men. The first two days were devoted to discussions of various technical problems of insurance departments. The Zone 4 rating group, of which Hugh Tollock of Minnesota is chairman, favored four meetings a year for the rating section.

Instructional conferences in each state on changes to bring about uniform accounting methods for fire and casualty companies were recommended to the

(CONTINUED ON PAGE 19)



A. W. Harris

90 MPH Winds in Minn., Wis. Cause Widespread Loss

Winds reaching a velocity of 90 miles an hour which swept through Minnesota and Wisconsin on Monday caused damage over a wide area in those two states. There were many losses in St. Paul, Minneapolis, Duluth, Rochester and Mankato, Minn., while Eau Claire and La Crosse, Wis., were badly hit.

No estimate can be made as to the number of losses, but adjusters at Minneapolis expect that the average loss in that city will be \$100. There were a great many plate glass windows blown out and the Western Adjustment office at St. Paul suffered in that respect.

This disturbance was a high wind, not a tornado. The latter has a limited width but does considerable destruction. The wind on Monday covered a much broader territory and the losses from it are well spread out.

Freak Weather Occurrence

Western Adjustment is sending extra men into the area to help out the regular crews on storm claims.

The storm was the result of a freak weather occurrence. The weather front in the eastern states instead of continuing to move remained static and winds from the southwest were channeled through Minnesota and Wisconsin between the warm front on the east and the cold front on the west.

This storm adds another to a series of unusual winds this year. The season began on Jan. 1 when a heavy wind struck Warren, Ark., and continued north through Michigan, causing widespread damage. The latest storm, however, is a boon to the adjusters. They have been noticing a considerable slackening off of business of late. There

(CONTINUED ON PAGE 18)

Massachusetts Brokers Reelect H. A. Reardon

Harriman A. Reardon was reelected president of Massachusetts Assn. of Insurance Brokers at the annual meeting at Boston last week. A membership increase of more than 50%, a turnout for the annual luncheon and business meeting which nearly doubled the previous record, the smash success of the all day educational session last January and the general high level of activity and interest made Mr. Reardon's administration beyond doubt the most successful in history. His report was received with enthusiasm and he would have had no chance to escape reelection, had he tried.

M. J. Ladd, John Liner and Charles Webber, Jr., were elected vice-presidents and Fred Hitchcock is the new secretary. The new executive council consists of C. F. Bowers, S. J. Kaplan, G. W. Roche, Alfred Miner, H. L. Gove and L. H. Young.

Another announcement which was enthusiastically greeted was that John Trefry & Co., the agency at which Mr. Hitchcock makes his headquarters, is donating a private office in its quarters at 141 Milk St. for the use of the brokers' association. Mr. Trefry, who was a guest at the meeting, was given a vote of appreciation and took a bow.

A certificate of appreciation was awarded Everett Litchfield for his many years of service to the association and Harry Moore, past president and also past president National Assn. of Insurance Brokers, was made an honorary life member of the executive council.

There were two formal talks on the program, by Dean W. G. Sutcliffe of Boston University and J. C. O'Connor, Cincinnati, editor "Fire, Casualty & Surety Bulletins" and associate editor The NATIONAL UNDERWRITER, and Dep-

(CONTINUED ON PAGE 21)

Ala. Agents Elect W. O. Thomas; Honor Gandy, Morgan

Plea for Home Rule, Legislative, Company-Agency Program

At its convention in Birmingham the Alabama Assn. of Insurance Agents adopted a declaration reaffirming its opposition to the expansion of governmental interference with free enterprise and the growth of the bureaucratic system, and its support of local self government.

The association also made plans to continue its legislative program and to further strengthen its usefulness in matters pertaining to the maintenance of company-agency relations. The work of the conference committee in negotiations with the rating organizations was endorsed, and the committee was kept intact as the official contact with the S.E.U.A.

The association elected W. O. Thomas of Molton, Allen & Williams, Birmingham, president; Chris B. Heinz of Hardy & Heinz, Selma, vice-president; Myron J. Rothschild of I. Berman Co., Mont-



Neal Morgan

(CONTINUED ON PAGE 21)

REINSURANCE •

FIRE and ALLIED LINES

INTER-OCEAN
REINSURANCE
COMPANY

CEDAR RAPIDS, IOWA

NEW YORK CITY 90 John St.

PRO-RATA and EXCESS of LOSS





FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ORGANIZED 1855



THE GIRARD FIRE AND MARINE INSURANCE COMPANY

ORGANIZED 1853



NATIONAL-BEN FRANKLIN FIRE INSURANCE COMPANY of Pittsburgh, Pa.

ORGANIZED 1866



THE CONCORDIA FIRE INSURANCE COMPANY OF MILWAUKEE

ORGANIZED 1870



MILWAUKEE MECHANICS' INSURANCE COMPANY

ORGANIZED 1852



ROYAL PLATE GLASS AND GENERAL INSURANCE COMPANY OF CANADA

ORGANIZED 1906



THE METROPOLITAN CASUALTY INSURANCE COMPANY OF NEW YORK

ORGANIZED 1874



COMMERCIAL CASUALTY INSURANCE COMPANY

ORGANIZED 1909



PITTSBURGH UNDERWRITERS • KEYSTONE UNDERWRITERS

LOYALTY GROUP

Home Office: TEN PARK PLACE, NEWARK 1, NEW JERSEY

Pacific Department: 220 Bush Street, San Francisco 6, Calif.

Western Department: 120 South La Salle Street, Chicago 3, Ill.

Southwestern Department: 912 Commerce St., Dallas 2, Tex.

Foreign Departments: 111 John Street, New York 7, New York
206 Sansome St., San Francisco 4, Calif.

Canadian Departments: 465 Bay Street, Toronto 2, Ontario
535 Homer Street, Vancouver, B. C.

N. Y. "Sun" Praises Phonograph Record Report

The annual report portfolio of Kansas City Fire & Marine that was sent to stockholders, agents and others, that was in the form of a phonograph record folder and that contained a record that preserves for posterity part of the proceedings of a director's meeting, attracted the attention of New York "Sun" and that paper carried an editorial on the novelty caption "A Record for the Record." The "Sun" remarked that in this age of informality in business, the literary "beauticians" have been hard at work upon the annual reports of corporations. Strenuous efforts have been

made to give an alluring face to the rigid facts and figures which go into the record of a company's year. Cartoonists have adorned the pages. Copywriters have striven to clothe the cold digits in enticing words. Still another advance in the streamlining of annual reports, the "Sun" states, is the 10-inch phonograph record in an album that was sent out by Kansas City F. & M. This novelty, the editorial states, may open the way for numerous other innovations in business reports. "Dividends with music may be next."

The California insurance department has moved its San Francisco office from 417 Montgomery street to Marshall Square building, 1182 Market street.

Cincinnati Press, Radio Stir Up Strange Claims

CINCINNATI—Agencies here received numerous calls from insured whose homes were affected by fumes from a chemical plant when the Cincinnati "Post" and its radio station WCPO disseminated the information quoting insurance "authorities" that such damage was covered under extended coverage. Perhaps 200 homes were affected in an area surrounding the Carlisle Chemical Works, Reading, O., believed to be the source of the fumes.

In a strip about 50 feet wide and one-half mile long, house paint was blackened and peeled and silver tarnished, while people in the area complained of nausea from a "rotten egg" odor. Apparently, paint subjected to the strongest fumes peeled off entirely when directly exposed to rain during the humid, hot weather of Oct. 4. One resident reported that his garage and picket fence appeared as if they had been scorched with a blowtorch while others complained that the paint had entirely washed off of their homes.

The Carlisle firm, a subsidiary of Cincinnati Milling Machine Co., manufactures a product which is used as a cooling lubricant for the parent firm's machine tools. Sulphur chlorine is mixed with alpha pinene to form sulphur chlorinate of alpha pinene. While devices are used to draw off the fumes harmlessly, apparently something went wrong in the process, and on the morning in question, the chemicals were dispersed in the smog and concentrated in a relatively small area.

Since the event occurred, some of the black coating has come off as a result of rain and cleaning, but there are a number of places where the bare boards show through.

Dr. Albert Weyman, Reading health commissioner, states that a conference of city and company officials and representatives of the Kettering Laboratory of the University of Cincinnati which has been making a study of the damage will be held Oct. 13.

A spokesman for the Carlisle firm stated that no insurance was carried to cover the damage. A comprehensive liability policy covering property damage on an occurrence basis was terminated earlier this year with other casualty coverages when the Carlisle firm was acquired by Cincinnati Milling Machine Company.

Shotton Again Retires: This Time from Insurance

The name of Shotton has been dropped from the agency at Amherst, O., due to the fact that Burt Shotton, manager of the Brooklyn baseball club, has given up the insurance business. The agency has been turned over to his associate, Earl C. Stiwald.

After being prominent in baseball a quarter of a century ago, Mr. Shotton became associated with the J. J. Smythe local agency at Amherst and later the agency was operated under Mr. Shotton's name. However, he was lured back into baseball and this time decided to retire from insurance instead of baseball. The agency represents Atlas, New York Underwriters, Northern of England, Norwich Union, Philadelphia F. & M., Fidelity & Casualty, Hartford Accident and Hoosier Casualty.

Underwood Promoted at E.U.A.; Szabo Research Man

Eastern Underwriters Assn. has appointed Kenneth R. Underwood as assistant secretary, and Albert A. Szabo as research supervisor.

Mr. Underwood joined E.U.A. July 1, having been with New York Fire Insurance Rating Organization for the past 10 years. He is a graduate of New York University and is the son of Raymond M. Underwood, former

assistant U. S. manager of Scottish Union.

Mr. Szabo joined E.U.A. after more than 25 years with Allied Lines Assn. and Eastern Tornado Insurance Assn.

Hutchinson in New Post

James W. Hutchinson, special agent at Chicago for Home, has been transferred to the home office in the foreign division of the Pacific and foreign department.

Mr. Hutchinson started with Home in 1938 and was made special agent in 1941.

**Year in and year out
you'll do well with the
HARTFORD**



**—all forms of fire,
marine and casualty
insurance and fidelity
and surety bonds.**

**NATIONWIDE
SERVICE**

**HARTFORD FIRE
INSURANCE COMPANY
HARTFORD ACCIDENT
AND INDEMNITY COMPANY
HARTFORD LIVE STOCK
INSURANCE COMPANY
HARTFORD 15, CONNECTICUT**

**"GOOD SERVICE
IS THE BEST
Advertising
in
THE WORLD"**

*Your inquiry
is invited.*

Millers National Insurance Company
Established 1865

Illinois Fire Insurance Company
Established 1876

Home Office:
137 West Jackson Blvd., Chicago, Illinois

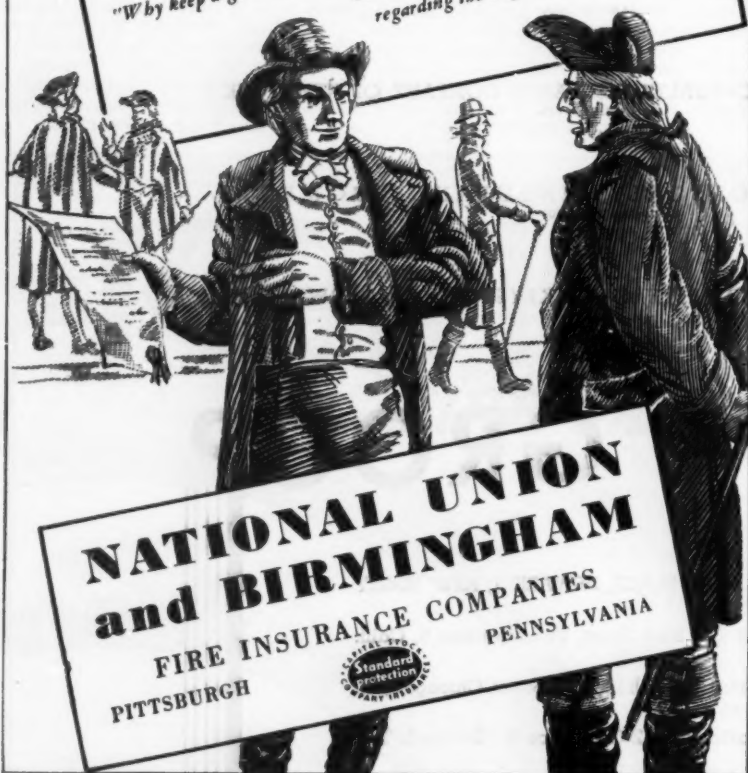
Eastern Department:
Philadelphia, Pennsylvania

Pacific Coast Department:
San Francisco, California

Highlights IN INSURANCE HISTORY

PIONEER COMPANIES AFRAID TO USE AGENTS . . .
Looking at today's satisfactory picture of the American agency system makes it hard to believe that most of our early companies were wary about using agents. The difficulties of both transportation and communication made distances so great, it was feared that the agents would favor the policyholders who were their neighbors rather than the remote insurance officials who, of necessity, remained strangers to them. Those first agents sent surveys of property direct to the presidents of the companies who personally fixed the premium rates. Prior to the establishment of agencies, customers were notified of policy expirations in lists published as ads in newspapers.

"Why keep a good thing down?" might well apply to the attitude long held by National Union and Birmingham regarding the important work of agents.



**NATIONAL UNION
and BIRMINGHAM
FIRE INSURANCE COMPANIES
PITTSBURGH PENNSYLVANIA**



**IMPARTIAL VALUATIONS
of
INDUSTRIAL and COMMERCIAL
PROPERTY**

Thirty-nine years of factual appraisal service to
America's more conservative business institutions.
District offices in principal cities.

The Lloyd-Thomas Co.

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES

APPRAISAL ENGINEERS

4411-15 RAVENSWOOD AVE., CHICAGO

Gulf S Set at

The trop
originated
Freeport, t
and Galve
eastern A
Shrevepo
was unus
territory t
an-hour w
paratively
\$300,00 d
and even
were only
suffered a
to J. F.
Dallas of
While Ga
mainland
and Bayt
only \$125
mont had
000, makin
with a to
cording t
The ste
by torre
mendous
rice, veg
Harris c
ferson co
Mr. M
nation o
the new
sent prof
cases wh
both ol
gether v
mandato
will req
handling

Whole Exclus

An e
when a
retail d
surer fo
truck v
chandis
had bee
assured
ing for
in doin
given b
ern dist
ualty v
Rolli
insured
vehicle
pleasur
sured v

Harj
mercha
Virgin
was a
ship h
tribute
The p
firm c
dise.
per.
from
occurs
The
of the
made
ery v
not fi
was e
delive
a righ
own
been
feitin
and t
ambig
again

Fla.

Hu
of F
insur
tions
ance
Mut
was
meet
ida

Gulf Storm Loss Now Set at \$1,225,000

The tropical storm of Oct. 3-4 that originated in the Gulf of Mexico, struck Freeport, then moved on to the Houston and Galveston areas, was dissipated in eastern Arkansas after damaging Shreveport about \$150,000. The storm was unusual in that it covered a limited territory and fortunately the 100-mile-an-hour wind which hit Freeport, a comparatively small town where it did \$300,000 damage, decreased considerably and even the gusts that struck Houston were only 90 miles an hour. Houston suffered about \$600,000 loss, according to J. F. Miazza, general manager at Dallas of General Adjustment Bureau. While Galveston was shut off from the mainland temporarily, that city, Laporte and Baytown suffered a total loss of only \$125,000. Port Arthur and Beaumont had an estimated damage of \$50,000, making a total of some 11,000 claims with a total loss of about \$1,225,000, according to Mr. Miazza.

The storm was preceded and followed by torrential rains which caused tremendous damage to the unharvested rice, vegetable and cotton crops in Harris county (Houston) and in Jefferson county (Beaumont).

Mr. Miazza points out that the elimination of the hurricane-rain clause in the new standard Texas policy may present problems of apportionment in such cases where property is insured under both old and new policies. This, together with the \$100 deductible clause mandatory in Texas since Sept. 1, 1946, will require extreme care in properly handling claims, Mr. Miazza observes.

Wholesale, Retail Delivery Exclusion Issue Decided

An endorsement excluding coverage when a truck is used for wholesale or retail delivery does not release an insurer for an accident occurring when the truck was being used to deliver merchandise from a point at which delivery had been made, to a store in which the assured was a partner and who was acting for and on behalf of the partnership in doing the hauling. The decision was given by the federal court for the western district of Missouri in Hawkeye Casualty vs. Harper, et al.

Rollin Harper of Butler, Mo., was the insured. The policy provided that the vehicle was to be used in "business and pleasure class B." Occupation of the insured was described as that of a farmer.

Harper was in process of delivering merchandise from Butler to a store at Virginia, Mo., 10 miles distant. This was a quantity of feed that the partnership had purchased at Butler to be distributed at retail from the Virginia store. The purchase was made at Butler and a firm check was given for the merchandise. Delivery was made then to Harper. While hauling the merchandise from Butler to Virginia the accident occurred.

The court said that when the purchase of the merchandise was made, it was made by one of the partners and delivery was immediately made. It would not follow, therefore, that the assured was engaged then in wholesale or retail delivery. Unquestionably, he would have a right to use his truck for hauling his own merchandise, after delivery had been made to him, without peril of forfeiting his insurance. At best the facts and the terms of the policy create an ambiguity and this should be resolved against the insurer, the court said.

Fla. Actively Neutral

Hugh Christie, deputy commissioner of Florida, is apparently the only state insurance official to attend the conventions of both National Assn. of Insurance Agents and National Assn. of Mutual Insurance Agents. Mr. Christie was at Chicago this week for the latter meeting. Commissioner Larson of Florida was anxious to get the viewpoint

of both stock and mutual agents on the matter of annual payment of the term premium and assigned Mr. Christie to go to Chicago for both conventions to sound the sentiment closely.

New Fire Prevention Worker

Miss Willey L. Bock, formerly with the War Department personnel division, has joined the Texas fire insurance department in fire prevention work. She will visit schools and instruct the teachers in fire drill requirements and the pupils in methods of fire prevention. This now gives the department two fire prevention workers.

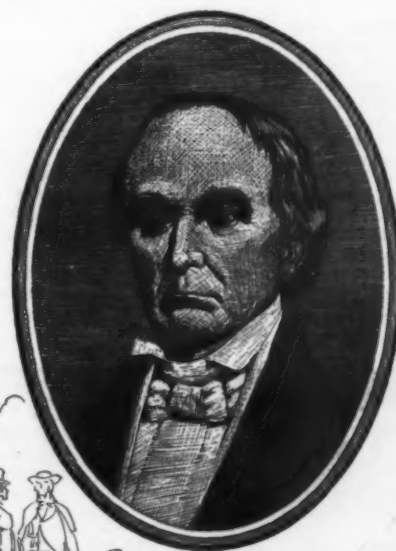
\$500,000 Loss in Newsprint Fire

The insurance loss from the fire that substantially destroyed 2,000 tons of newsprint belonging to the Miami "Herald" will amount to approximately \$500,000, according to estimates. The newsprint was approximately a 75% loss to \$600,000 insurance, and there is a 10% loss on building and equipment. The building involved was the Miami newspaper's warehouse, of fireproof construction.

The fire was described as one of the worst Miami has had. A number of firemen was overcome by smoke and fumes, and some were hospitalized. Workmen used a huge crane to swing a 1,000 pound weight against the concrete wall at the fourth floor level in order to break a hole through so that scorched and water soaked newsprint could be rolled out.

J. H. Buntin, Iowa state agent of Fire Association, former most loyal gander of Iowa Blue Goose, has moved back to Des Moines after residing at Cedar Rapids for several years.

Daniel Webster
on June 3, 1834 said...



"God grants liberty only
to those who love it, and are always
willing to guard and defend it"

IN less than two hundred years, an energetic, resourceful people, working together in a free economy and guided by a government of their own choosing, have built the American way of life... a life so abundant as to be beyond the conception of most of mankind.

A "freedom train" full of historical documents is no guarantee that this way of life will be passed on to our children... that is our responsibility. The future of America can only be secured if we re-affirm the beliefs of our forefathers—that real security and self-reliance are inseparable.



Fireman's Fund Group
FIRE • AUTOMOBILE • MARINE • CASUALTY • SURETY • FIDELITY

Head Office: 401 California Street, San Francisco 20, California
Departmental Offices: New York • Chicago • Boston • Atlanta • Los Angeles

FIREMAN'S FUND INSURANCE COMPANY • HOME FIRE & MARINE INSURANCE COMPANY

FIREMAN'S FUND INDEMNITY COMPANY • WESTERN NATIONAL INSURANCE COMPANY • WESTERN NATIONAL INDEMNITY COMPANY

Weichel Blocks Action on Maritime Bill

WASHINGTON—Hearings on the maritime commission bill to authorize it writing war risk insurance in peacetime, and the efforts of Rep. Weichel, Ohio, to investigate wartime insurance activities of the commission and war shipping administration ceased Tuesday when Rep. Hart, New Jersey, chairman of the House merchant marine subcommittee on the bill, declared that body adjourned sine die. He said the committee was "completely at the mercy" of Weichel.

Chairman Bland of the full committee and other members had suggested that Weichel limit his cross examinations of commission officials or that the committee hear testimony of Percy Chubb and other marine witnesses, or act on the bill and then have investigated wartime marine insurance operations.

Bland declared the bill the most important before his committee, that the fate of the American merchant marine would depend upon it.

"I am afraid an emergency may arise," said he. "Time is of the essence."

Exhibits Are Offered

Hart opened the hearing by reading letters from commission acting Chairman Mellen submitting copies of wartime commission agreements; lists of employees of commission and WSA insurance division's personnel, lists of underwriters who acted through the marine hull syndicate, and of companies that acted as underwriting agents in issuing cargo policies for WSA. These data had been requested by Weichel.

Weichel engaged in lengthy cross-examination about alleged 2,000 unnumbered policies issued by WSA, syndicate and agents' profits, government funds involved, etc. B. K. Ogden, commission insurance division chief, gave most of the answers. He said he had no knowledge about these policies.

Weichel charged that the general accounting office, in a 1946 audit, said there was no record of the policies "except on stenographers' notebooks." He said that under arrangements between government shipping agencies and marine insurance interests, in one case a representative of the latter would say his name was "John Doe and in another case Richard Roe", both being the same person; "they transacted business with themselves."

Sees No Need for Haste

Questioning the need for haste in passing the bill, Weichel said "this thing about emergency does not strike me when they handed over \$150 million to the companies. The latter invested it privately and made \$18 million profit. They paid a total of \$53 million to the government and in losses. That left about \$113 million. These people want the same thing passed."

He demanded that there should be full investigation before action, of the "whole insurance setup", the money paid out, how it was paid, the settlement of losses, etc. He declared the situation "smells to high heaven", and that the Department of Justice had investigated and found excessive amounts had been paid in some cases. "I don't propose this shall be covered up now," Weichel announced.

A committeeman suggested Mr. Chubb be called "so that we could get the insurance side of this picture."

"I will get to Mr. Chubb," remarked Weichel. He said that Ogden, "the only man who knew about insurance" in maritime, "was relieved when they got into big money."

He demanded to know "when the \$150 million were paid over". He brought out that there were 19 employees in the commission's insurance division in January, 1942, and the WSA insurance division took over eight in December, 1941, the commission created an

insurance committee, which included Chubb and Ogden. Chubb became WSA insurance head in February or March, 1942, Ogden said.

He added the companies accepted the agreement or contract on hull insurance between WSA and the marine hull syndicate only "after long discussion".

When Weichel said the names of the companies and of the underwriters are "the same", Ogden said different kinds of insurance were involved. He pointed out he was practically out of the war insurance picture for a few years.

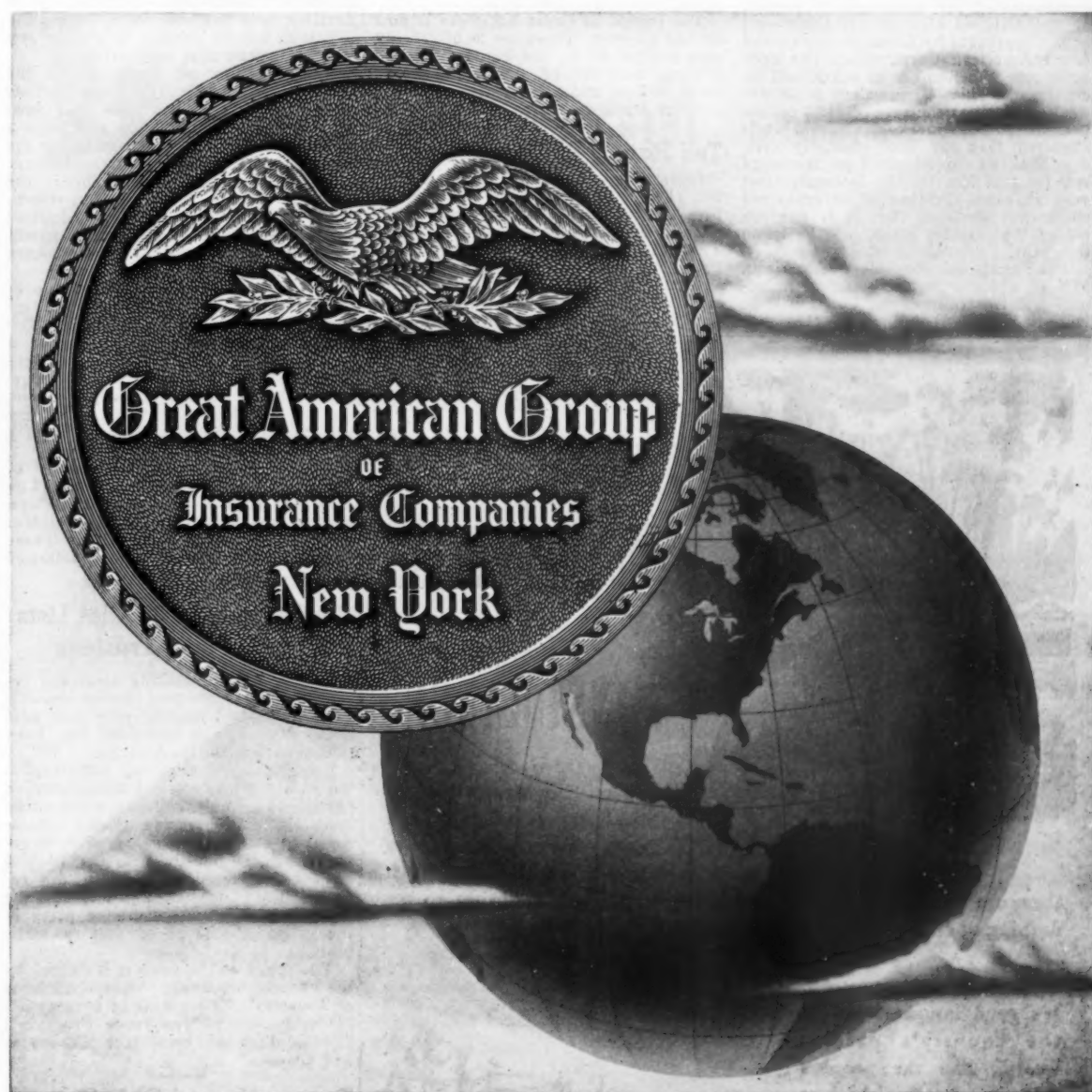
He had "no idea" how many war risk policies were printed bearing Admiral Land's name, nor who had charge of them in WSA, nor whether the policies were numbered. He did not know whether there was accounting for those policies issued to a list of companies or underwriter agents, but said there

was accounting for the money that came in.

Weichel demanded to know what had been done to get back the policies and premiums on them "from these people". Ogden said underwriting agents discontinued business June 30, 1944, but "what happened I do not know; was not in position then to know". He indicated the commission had done nothing about that matter.

Weichel charged that checks came to WSA for premiums and were held for

(CONTINUED ON PAGE 18)



Protection when and where needed

MEMBER COMPANIES

Great American	•	Great American Indemnity
American National	•	American Alliance
Massachusetts Fire & Marine	•	Detroit Fire & Marine
Rochester American		

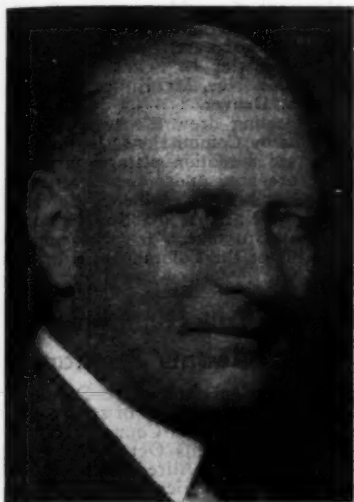
WORLD-WIDE FACILITIES FOR PRACTICALLY ALL FORMS OF INSURANCE EXCEPT LIFE

Cooney Feted on 15th Anniversary as Firemen's Head

In honor of John R. Cooney, president of Firemen's, a dinner was given at the Essex Club on the occasion of his 15th year as president and his 35th year in the employ of the company.

The affair was attended by the directors and officers, about 85 of whom were present, among them being the officers in charge of its Chicago, San Francisco and Dallas departmental offices and several of its branch offices.

As a tribute to Mr. Cooney, and to emphasize his accomplishments for the company since he became president, a



JOHN R. COONEY

history of his career was presented in radio script form and "March of Time" style, through the courtesy and cooperation of station WNJR of Newark.

Percy S. Young, chairman of the executive and finance committee, commented on the remarkable strides made by the company under Mr. Cooney's management, and then presented Mr. Cooney a gift certificate for a combination radio-television set from the directors and officers.

William B. Rearden, executive vice-president, acted as toastmaster. As an illustration of the progress made by the company under Mr. Cooney's management, he mentioned that in 1934, the year Mr. Cooney was elected to the presidency, the group's premium income was \$29,295,000, while for 1948 it was approximately \$110 million, an increase of 272%. The consolidated assets in 1934 were \$56,590,000, while as of August 31, 1949, they were \$169,284,000, an increase of \$112,694,000.

Seeks Full Recovery on Building Insured Said It Intended to Demolish

Greyhound Building Corp. of Chicago, a subsidiary of Greyhound Bus Lines, has brought suit in federal court at Chicago, seeking the recovery of \$127,393 against Fidelity-Phenix, Agricultural and North River for loss caused by the fire in the Apollo Theater, June 2 of this year.

The complaint states that the three insurers covered the building in 1947, the insurance was still in full force and effect on the date of the fire and that after examining the records the insurers refused to make any payment.

Greyhound Building Corp. purchased the theater along with the Ashland block and other buildings in that vicinity about eight or 10 years ago and has frequently announced its intention to demolish the buildings and to con-

struct a new bus terminal there. A permit was issued by the city of Chicago to demolish the theater, along with the Union building on July 22 of this year. Permit to demolish the Ashland block was issued June 30.

The insurers apparently based their refusal to pay on the ground that the Greyhound Co. intended to demolish the premises in any event and, therefore, suffered no real loss by reason of the fire. Since actual demolition was not started or even permitted until well after the fire, the question is presented as to the effect of an intent to demolish on the insurer's liability. The Chicago

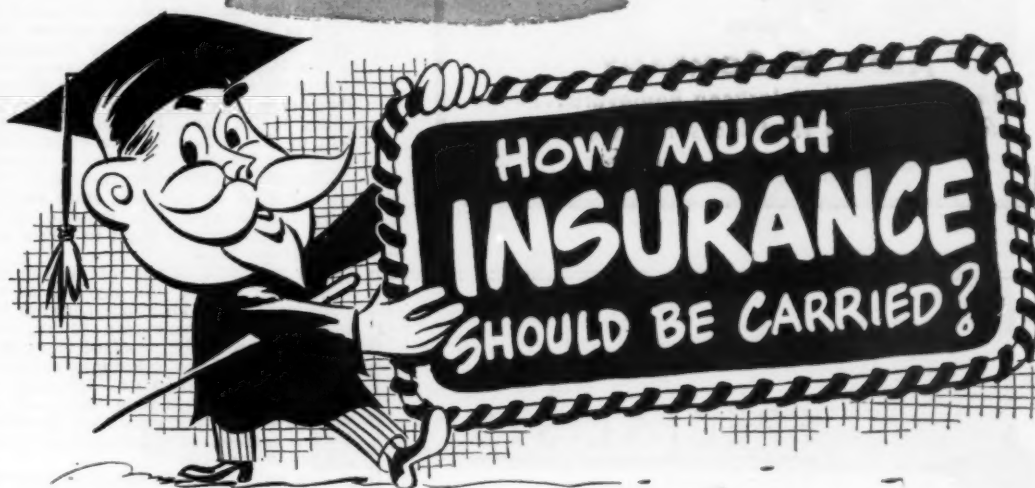
law firm of Lord, Bissell & Kadyk is representing Greyhound.

Notwithstanding the prior denial of liability on the part of the three insurers, Greyhound on July 29 presented proofs of loss making claim against Fidelity-Phenix for \$27,546, Agricultural, \$50,421 and North River, \$49,426. The broker on the line is Transportation Underwriters Agency, Inc. of which Ray H. Johnson is president. The agent for the Agricultural and North River insurance was McCabe & Hengle, while the agent on the Fidelity-Phenix line was Homer Gwinn & Co.

Minn. Surcharge Case Set

ST. PAUL—After hanging fire for nearly two years, the court case to determine the validity of the 2% surcharge on fire premiums is now set for trial Oct. 31. Kenneth Hassler, a St. Paul policyholder, instituted the action, naming the insurance commissioner, Travelers and others as defendants. He contends the surcharge is unconstitutional and demands that it be abolished. Agents and companies have found the surcharge a considerable bother and are awaiting the outcome of the case with great interest.

If a Year's Net Sales Total \$100,000
And If the Goods Sold Cost \$65,000
And the Average Inventory is \$20,000



First of all, you may say, the owner should insure the inventory against fire and the extended coverage hazards. That will bring the premium on \$20,000 insurance, plus or minus some amount depending on peak inventory and co-insurance.

But how about the difference between the Net Sales of \$100,000 and the Cost of Goods Sold? There's \$35,000 of value — the annual gross earnings — that should be insured.

Practically all businesses insure the inventory along with furniture, fixtures, and the building. Comparatively few, especially among small and medium-size businesses, insure the *earnings* against interruption. Yet these are the "bankable" dollars — these are the dollars that are *the reason why the business exists*. Why not sell insurance to protect these dollars too?

Only the big, target Business Interruption risks are difficult to figure out. For the average risk on Main Street or Broadway, it's no harder to determine the right amount for Business Interruption Insurance than it is to figure the amount of the insurance on inventory, furniture and fixtures — indeed it's often easier. And the Business Interruption Insurance is just

as easy to sell! Why not? It's these earned dollars that businessmen work for!

You can sell it the same way you sell any other coverage. Select a list of good prospects (taking your own clients first), send each one an explanatory letter or two, each one enclosing a descriptive folder, and then call in person. This way you'll save time and effort by getting part of your story told — before you go there. Shown here is the cover of a new, colorful, illustrated folder available to agents of the Security Insurance Companies on Business Interruption Insurance. Send for one of these folders — no cost or obligation.



Security Insurance Companies

HOME OFFICE: NEW HAVEN, CONNECTICUT

Security Insurance Company of New Haven
 The East & West Insurance Company
 of New Haven
 New Haven Underwriters
 The Connecticut Indemnity Company



1841 — "Security," The Nation's Watchword — 1949

ATTRACTIVE OFFICE SPACE
For Rent

12,750 SQ. FT.
Entire 7th Floor

IN THE

BROOKS BUILDING

223 West Jackson Boulevard
(Southeast Corner Jackson and Franklin)

Available Immediately

Choice quarters for executive and general offices. Unobstructed light on three sides. Private 7th floor elevator lobby. Paneled reception room, directors' room, and five private offices. Fluorescent lighting . . . A. C. . . acoustical ceiling. Private toilets and rest rooms. Modern, fireproof building. Excellent transportation.

Inquire

ALDIS & COMPANY

Room 217, 223 West Jackson Boulevard . . . or

Room 1247, 53 West Jackson Boulevard

Telephone HArrison 7-0260

In all directions—

SPECIALISTS

working

ESPECIALLY

for you . . .

Domestic Market for Hard to Place Business

TAXI-CABS — LIVERY CARS — LONG HAUL TRUCKS

BUTANE — PROPANE — GASOLINE HAULERS

RENTAL CARS — RENTAL TRUCKS — RENTAL TRAILERS

MOTOR SCOOTERS — MOTOR BIKES — MOTORCYCLES

KURT HITKE & COMPANY, INC.

175 W. Jackson Blvd.

CHICAGO 4, ILLINOIS

1671 Wilshire Blvd.
LOS ANGELES 14, CALIF.

Reisch Building
SPRINGFIELD, ILLINOIS

Counsels Banks to Be Named as Sole Loss Payees

The "Protective Bulletin" of American Bankers Assn. has been counseling banks to be named as sole loss payees to the extent of their interests in automobile insurance policies. In its October edition, the bulletin states that several banks have reported difficulty in pursuing this recommendation. The bulletin states that the difficulty may be due to a misunderstanding on the part of some local agents concerning loss payment procedure when the lienholder is named as sole loss payee in endorsements attached to automobile fire, theft and collision or comprehensive policies.

Naming only the bank as a loss payee in an endorsement to such policies does not contemplate any change in the loss payment procedure of the insurer except in unusual cases, according to the bulletin. Insurers may follow the same practice as when the insured borrower and the lien holding bank are both named as loss payees in the policy; that is, both may be named as payees on drafts issued in settlement of claims.

Usually No Difficulty

Usually no difficulty whatsoever is experienced in following this procedure. However, in those rare situations where the insured borrower has disappeared or died, or a difference arises between the bank and the insured as to disposition of the loss payment, it is necessary for the bank to have the right to request the insurer to issue a loss draft payable solely to the bank, but only to the extent of the amount of loan outstanding. And the insurer is protected against contingent liability to its insured for the amount paid to the bank, since naming only the bank in loss payable clause gives the insurer the right to follow this procedure.

The bulletin observes that naming the lien holder as sole loss payee in an endorsement to an insurance contract has been done for more than 50 years in connection with the standard mortgagee clause attached to the fire insurance policies covering real estate. It should be emphasized that naming the bank as sole payee will not entail any deviation in the method of drawing loss drafts except in rare cases.

The bulletin also emphasizes that the insurance as to the interest of the bank should be written so as not to be invalidated by any act or neglect of the mortgagor or owner, nor by any change in the title or ownership of the property (except conversion, embezzlement or secretion by the mortgagor is not covered unless specifically insured for an additional premium). Also it must be stipulated that in the event of cancellation, the insurer must give the bank at least 10 days' notice before the cancellation is effective as to the interest of the bank.

Wichita Agents Conduct First Buyers Parley

Wichita Assn. of Insurance Agents this week conducted its first executives and insurance buyers conference.

The opening session was presided over by Eric C. Moore, Harris, Burns & Co., president of the association. Edward W. Ozanick, assistant superintendent at Chicago for Hartford Accident, spoke on workmen's compensation, and G. R. Colburn, assistant vice-president American Appraisal Co., covered property valuations.

Luncheon speaker was Alden Trovillo, manager industrial department, Wichita Chamber of Commerce. The afternoon session got underway with John T. Even, assistant manager Fireman's Fund at Chicago, reporting on business interruption, followed by William A. Eakin, manager western department Employers group, on comprehensive liability.

Colo. Agents Elect Jones, Plan to Hire Full Time Secretary

Samuel Jones of Pueblo was elected president of Colorado Assn. of Insurance Agents at the annual meeting last week, moving up from vice-president to succeed Charles D. Hopkins of Colorado Springs. The new vice-president is William D. Sanborn, Denver; Samuel H. Butler, Pueblo, is secretary, and Fred W. Noe, Greeley, was reelected treasurer. L. Allen Beck, Denver, was named state director. The new officers will take over Jan. 1.

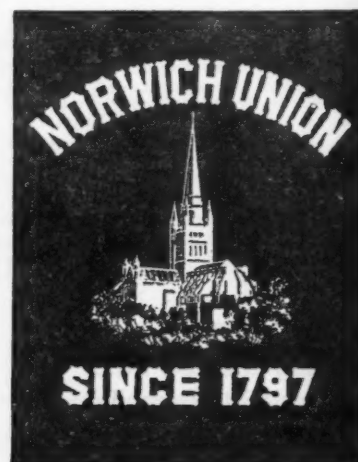
The association approved an increase in dues in order to make possible the employment of a paid secretary. Details were left to the directors. New members of the board are Phillip M. Lorton, Alamosa; Foster L. Fritchie, Colorado Springs; Mr. Noe, Mr. Butler and Peter J. Walsh, Denver.

The meeting drew 270 to Pueblo to hear talks by Commissioner Kavanaugh, and to see a motion picture on inland marine prepared under the direction of Broadus Bailey, Greenville, S. C., chairman of the N.A.I.A. inland marine committee, and to take a trip through the steel mills of the Colorado Fuel & Iron Co.

Dineen's Talk Highlight of Conn. Agents' Program

Superintendent Robert E. Dineen of New York heads the list of speakers for the annual meeting of Connecticut Assn. of Insurance Agents Oct. 31-Nov. 1 at New Haven. T. Alfred Fleming, National Board; Maurice Herndon of the Washington office of National Association and John Adam, Jr., Central Manufacturers Mutual, Boston, will round out the program.

The directors will meet the morning of Oct. 31 and the first general session will be that afternoon. In the evening there will be a cocktail hour followed by the banquet. There will be a general session Thursday morning and the local board officers luncheon will conclude the meeting.



THE OLDEST INSURANCE COMPANY IN THE WORLD



55 FIFTH AVE., NEW YORK

Details of Association Are

Completed of the Association's meetings have been held. Because of the direct values of partially. The conference was formed by Reprinted they state the association's 20.77% constitution for any is Lums 1.22436, nus 1.4 rate .29 rate .402 are based 1949.

It was completely depend be simplify sued cap tors au 20.77% to, rather

Presid that it is cated up tions to a 65 ce ginning the con of \$2.60 the pro 1950 of compare turn, inc holdings Fire As 31.4% 9.6% for In ad will hav vantage structur and thei benefi pany. Associat approxi should l

Adjust Area

Steps an assoc ity of E tion me to subm for the The n 42 eligi cided th casualty adjustm would b cluded southern western member adjuster Harry Traveler man and justmen heads th mittee, Perkins R. P. C ley. The 14.

Leary

Aetna service Fire Co

Details of Fire Association Move Are Announced

Complete details of the proposed merger of the four companies of the Fire Association group together with comments by President Frank H. Thomas have been submitted to stockholders. Because of the several interests involved the directors preferred that the fair values of exchange be determined impartially and retained A. M. Best Co. The conclusions of that company conformed with the management's analysis. Reprinted in a booklet to stockholders they state that the amount of Fire Association stock both before and after the 20.77% bonus "which in our opinion constitutes a just and equitable exchange for any one of the affiliated companies" is Lumbermen's, fair exchange rate 1.22436, actual exchange rate after bonus 1.479; Philadelphia National fair rate .29243, actual .353; Reliance, fair rate .40278, actual .486. All calculations are based on the statements of June 30, 1949.

It was originally proposed that upon completion of the merger a 20% dividend be declared to stockholders. To simplify procedure and balance the issued capital to an even \$3,400,000 directors authorized a stock dividend of 20.77% to stockholders as an incident to, rather than after the merger.

President Thomas' letter states in part that it is the management's intent predicated upon earnings and general conditions to place Fire Association stock on a 65 cent quarterly dividend basis beginning in 1950. Estimates indicate that the contemplated yearly dividend rate of \$2.60 per share will be supported by the projected investment income for 1950 of \$3.95 a share. After those steps, compared with the present dividend return, income to stockholders on the final holdings will be increased by 25.5% for Fire Association; 26.9% for Reliance; 31.4% for Philadelphia National and 9.6% for Lumbermen's.

In addition the three smaller affiliates will have avoided a competitive disadvantage which their present capital structure would ultimately have imposed and their stockholders will share in the benefits of the strengthened parent company. The capital and surplus of Fire Association by merger will be expanded approximately \$4½ million. Also there should be increased efficiency.

Adjusters in Evansville Area Are Forming Group

Steps have been taken to organize an association of adjusters in the vicinity of Evansville, Ind. At an organization meeting a committee was appointed to submit a group of prospective names for the consideration of the members.

The meeting was attended by 39 of the 42 eligible Evansville adjusters who decided that all adjusters, both fire and casualty, who devote their full time to adjustment of losses for the companies would be eligible. However it was concluded that all adjusters residing in southern Indiana, southern Illinois and western Kentucky be invited to become members. There are approximately 75 adjusters residing in the tri-state area.

Harry Thompson, staff adjuster for Travelers, was elected temporary chairman and M. W. Hastings, Western Adjustment, acting secretary. Mr. Hastings heads the constitution and by-laws committee, the other members being H. F. Perkins, Irvin Swain, Harry Thompson, R. P. Colbert, Carl Smith, Richard Mobley.

The next meeting will be held Nov. 14.

Leary Booklet Published

Aetna Fire has published as a public service a pamphlet entitled, "Scientific Fire Control for the Better Safeguard-

ing of Lives and Property," the author being Paul Ivan Leary, deputy state fire marshal of Maryland. It was based on a talk that was given at the annual meeting of National Fire Waste Council in April. The pamphlet will be distributed to 6,000 fire departments by International Assn. of Fire Chiefs.

Hear Bataan March Survivor

At the monthly luncheon of Indiana Blue Goose Monday with more than 50 in attendance, Col. L. F. Zimmerman of the tenth air force, one of those who

participated in the death march at Bataan, told of his experiences.

A collection was taken to create an entertainment fund for the Christmas party.

Map the Buyers' Program

Subjects under consideration for the discussions at the meeting of the insurance division of American Management Assn. at the Drake hotel, Chicago, Dec. 15-16 include: The impact of rating laws on the insurance buyer, multiple location risks, insurance buying in today's econ-

omy, loss prevention and its effect on retrospective rating.

One of the features will be a session at which the members will have the opportunity to put questions to a panel of experts in fidelity-surety, liability, fire and boiler lines. Russell B. Gallagher, Philco Corp. and vice-president of A.M.A. for the insurance division, is in charge of arrangements.

The annual picnic outing of Iowa Blue Goose was well attended, with more than 125 members and their families on hand.

ADT BURGLAR ALARM SERVICE for Complete Automatic Protection



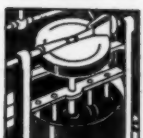
Automatic Fire Detection and Alarm Service



Sprinkler Supervisory and Waterflow Alarm Service



Burglar Alarm Service



Industrial Process Supervisory Service



Heating System Supervisory Service



Automatic Smoke Detection and Alarm Service



Holdup Alarm Service



Watchman's Reporting Service



Manual Fire Alarm Service

Thousands of businessmen throughout the country depend upon ADT Burglar Alarm Service to safeguard their premises against burglary and other unauthorized entries.

ADT Burglar Alarm Service often is combined with ADT automatic fire protection services to provide complete automatic protection. This arrangement provides better protection at less expense, through modification of less effective but more costly protection measures.

Available through ADT Central Stations in principal cities; elsewhere as local systems, or directly connected to police and fire departments. ADT will gladly review your protection arrangements without cost or obligation. Write for descriptive literature.

ADT Services include CONTINUOUS SUPERVISION • REGULAR INSPECTIONS AND TESTS • COMPLETE MAINTENANCE • Without these fundamental service features, there can be little assurance that any protective signaling system will function properly when an emergency arises.

#3 in a series presenting the principal ADT Services for the protection of life and property.



Controlled Companies of AMERICAN DISTRICT TELEGRAPH CO. 155 Sixth Avenue, New York
CENTRAL STATION OFFICES IN ALL PRINCIPAL CITIES OF THE UNITED STATES

Hold Agreed Hearing on Tennessee Rate Revision

NASHVILLE—An agreed hearing between the Tennessee department and Tennessee Inspection Bureau, on a recommendation by Commissioner Allen that fire premium rates in 15 classifications be reduced 10 to 25%, began Tuesday and was expected to continue several days. The commissioner's recommendations included increases in saw mill and theater classifications. In agreeing to the hearing, J. H. Norton, manager of the Inspection Bureau, made no comment. Later this month the Davidson county circuit court is to hear the injunction action of the inspection bureau against the insurance department, protesting that part of the department's order having to do with rate reductions prior to July 1.

Revise Ontario License Fees, Part Time Rules

TORONTO—An increase has been effected in some license fees for Ontario insurance agents. The increase goes into effect with the current 1949-1950 licensing year.

The minimum fee has been upped from \$5 to \$15 and the old graduated scale abolished. The new minimum for all areas of less than 10,000 population is \$15 and for centers of 50,000 and up, the fee is \$25. The \$25 fee formerly applied only to centers of 50,000 and up. Penalties for late filings have been abolished.

A change also has been made with respect to the part-time rule. Part-time agents may now only be licensed in areas where the population is less than 5,000. All others, by the end of September, 1951, must be on a full-time basis. If they fail they will have to abolish their agency business entirely.

Other changes in the licensing act provide that licenses, original or renewal expire on March 31 after issue if for life or life and A. & H., on Sept. 30 after issue for other classes.

License fees for life or life and A. & H. where an applicant is a resident of Ontario are \$5. Where an applicant is

non-resident, if he resides in a province or state that grants licenses to residents of Ontario; will pay the regular local fee or \$5 whichever is greater. If he resides in a province or state that does not grant licenses to residents of Ontario the fee is \$50.

Where a license is expressly limited to A. & H., the fee is \$5.

Fireman's Fund Makes So. California Field Shifts

A. N. Bushnell, Sr., special agent of Fireman's Fund at San Diego, will retire Oct. 15, after 22 years with the company, and 40 years in fire insurance. He joined Pacific Board in 1909, and later was transferred to Los Angeles as examiner and surveyor. Later he left the board to enter local agency business at Bisbee, Ariz.

From 1917 to 1920 he was special agent of Fireman's Fund at Great Falls, Mont., and then at Salt City. In 1927 he opened the Fresno office, in 1930 was transferred to Los Angeles and in 1948 was placed in charge at San Diego.

He is succeeded by John D. Harrison, a graduate of Northwestern University, who served in the navy during the war and joined Fireman's Fund in 1948.

Robert G. Culbertson of the fire department at Los Angeles has been appointed a special agent and transferred to San Diego as aid to Mr. Harrison. Mr. Culbertson, a graduate of U.C.L.A., joined the Fireman's Fund in 1946 as underwriter in the engineering department at Los Angeles. He served in the army air force, being discharged as a captain.

Kuffel to Rockford Agency

Charles P. Kuffel, Illinois state agent for National Union, has resigned to join the John Camlin agency at Rockford. Mr. Kuffel started with National Union in 1943 at Chicago as an engineer in the middlewest states. In 1945 he was appointed Illinois state agent.

The Powell-Gaulter agency has been formed at Des Moines by Norman C. Powell and Jack P. Gaulter. Offices are at 520 Paramount building.

New Okla. Rate Laws Are Now in Effect

The Oklahoma state insurance board has issued regulations in connection with the new fire and casualty rate regulatory acts that became effective Oct. 1. It is held that the manuals, rates and rating plans of each company on file with the board Oct. 1 constitute compliance with the filing requirements of the law until a call for further filing shall be made by the board.

The board will, in the next several months, request filings on each line of insurance subject to regulations, but filings will be requested on only one line at a time and insurers are requested not to make further filings until a call has been issued.

Any changes in classifications, rules, rating plans, schedules or coverages to alter or depart from existing rates, or any other questionable practice should be avoided so that the board may not be called upon to invoke its general authority and power to stop such practices, the board states. Insurers are asked to cooperate to the utmost so that the transition may be made in an orderly and proper manner. The change will be made more difficult if, during the intervening period, a chaotic condition arises, the board states.

Experience Rating Approved

Interstate experience rating has been approved for use on compensation and employers liability risks in Oklahoma effective Oct. 1. Also retrospective rating plan D has been approved for general liability and auto liability cover, but it does not permit combining experience on compensation with that on general liability and automobile.

The Oklahoma board has ruled that "Traveler" and "Vagabond" automobiles manufactured by Kaiser-Frazer and similar models of other manufacturers should be rated as private passenger automobiles for B. I. and P. D. Some insurers had proposed to rate such automobiles under the station cars and jeeps rule because of the increased carrying capacity of these automobiles. The board concluded that in view of the conventional design and limited additional

stowage it would be inequitable to rate such automobiles other than as private passenger automobiles.

Mutual Claim Conference

Conference of Mutual Casualty Companies is holding a claim conference at Hotel Stevens, Chicago, Nov. 17. Chairman is C. V. Dunnuck of State Farm Mutual Auto.

Hear Blue Cross Man

Kansas Assn. of A. & H. Underwriters held its opening fall meeting at Wichita with Sam Barham, state manager of the Blue Cross, Topeka, as speaker, followed by a question period. Retiring President Claude Jackson, Interstate Assurance, gave a report on the membership campaign which won the National association cup for the Kansas association.

Aetna Chicago Rally

An insurance conference will be conducted by Aetna Casualty for 200 of its representatives in the Chicago area Oct. 19, at the Edgewater Beach hotel, Chicago.

Participating in the program will be Donald K. Weiser, manager at Chicago; Field Supervisors Frank W. Potter and Austin D. Bryan of the home office, and several field representatives.

The Chicago meeting is one of 35 being held throughout the nation this fall in order to give agents first-hand knowledge of new and broadened coverages and improved methods of policyholder service.

Plan Benefit for Children

A "mile of dimes" campaign to benefit the Rainier school for mentally handicapped children at Buckley, Wash., will be sponsored by the Insurance Women's Assn. of Seattle.

Fall Outing at Quincy

The local board at Quincy, Ill. held its annual fall outing this week. There was a dinner in the city Tuesday and then on Wednesday was held the golf outing at Quincy Country Club.

Honor Past Presidents

New Jersey Insurance Fieldmen's Assn. will hold past presidents' night Oct. 24. Walter D. Sheldon is in charge. Edwin C. Burke, state agent of Automobile, has been elected treasurer.

Ohio Men to Meet in Pa.

COLUMBUS—Ohio Fire Underwriters Assn. at its meeting this week decided to hold the 1950 annual meeting at the Summit House, Uniontown, Pa. Tribute was paid to the memory of R. E. Zimmerman, Commercial Union, who was lost on the Noronic.

Kan. Field Groups to Meet

Kansas Fire Underwriters Assn., the Bureau Field Club and Kansas Fire Prevention Assn. are holding meetings at Topeka Oct. 18, preceding the annual meeting of Kansas Assn. of Insurance Agents. The Fire Prevention Assn. is holding an "inspectors school" directed by Emmett Cox of Western Actuarial Bureau.

Revise State W. C. Booklets

Changes in the workmen's compensation laws in Arkansas, Louisiana, New Jersey and New York have made necessary a publication of revised workmen's compensation law pamphlets for those states. Assn. of Casualty & Surety Companies is distributing the booklets. Each contains a digest of the complete text of the law, together with supplementary laws including latest amendments, and annotations of cases decided since publication of the previous edition. Single copies are \$1 and may be obtained from the editor of Law Publications of the association offices at 60 John street, New York 7.



"He says it's Just Another Example of Central's Friendly Service."

WRITE FOR
THE CENTRAL PLAN
FOR AGENTS
AND BROKERS

BRANCH OFFICES
New York • Chicago
Los Angeles • San Francisco
Boston • Atlanta
Denver • Toronto
Montreal



DIVIDENDS
TO
PROPERTY
OWNERS
SINCE
1876

The Central

MANUFACTURERS' MUTUAL
INSURANCE COMPANY
Van Wert, Ohio

New England Gets Sprinkler Changes

A completely revised sprinkler leakage manual has been filed in the New England states by New England Fire Insurance Rating Assn. It provides for a 10% reduction in rates for single occupancy risks and 20% for multiple occupancy. The rating system is simplified. Flexible or judgment rating factors and charges for tenant occupancy are eliminated. The rule section has been completely done over and clarified.

The minimum premium is increased from \$2 to \$5 to correspond with the fire policy minimum. On the reporting form the minimum premium for a specific sprinkler policy is reduced from \$100 to \$50.

There is a 5-cent reduction in the basic rate in the schedule. Several specific charges in the old schedule are eliminated. Specific percentage charges for deficiencies or substandard equipment are added in place of charges based on judgment, and the table for damageability of stocks is completely revised.

The former "superior housekeeping" credit of up to 50% applies to limited occupancy risks only and may be applied separately to stock and buildings. Manufacturing risks written with 10% or less coinsurance will be subject to the pro rata distribution clause. They were formerly exempted from this clause.

Waskon Marine Special

John B. Waskon has been appointed marine special agent of Fireman's Fund in the southern department with headquarters at Dallas, assisting John J. Little, special agent.

Health Talk at Baltimore

Dr. Marius P. Johnson, chairman of Baltimore Medical Society's committee on medical service and public relations, spoke on "Health Insurance," at a meeting of Assn. of Fire Underwriters of Baltimore City.

The program was arranged by Howard W. Jackson, former mayor of Baltimore and president of the association.

Confer on Mexican Cover

W. G. Knox, legal adviser of the Texas department, has returned from Mexico City, where he conferred with officials of Mexican companies operating in Texas in connection with automobile coverage for Texans and other Americans driving their cars into Mexico.

Hutchinson to Head Office

Home has transferred J. W. Hutchinson, formerly special agent at Chicago, to the head office where he will work in the foreign business department. He joined the company in 1938 and became special agent in Chicago in 1941. He is now on a trip to Cuba.

Claim Office at Tucson

Fireman's Fund group has opened a claim office at Tucson, Ariz., under the direction of Adjuster Theodore H. Worthington. Agents and assured in southeastern Arizona will be served by the new office.

Allen F. Hall, adjuster at Phoenix, will continue to have the over-all direction of claims service and procedure for the entire state.

Hemispheric Men Meet

A meeting of U. S. members of the Hemispheric Insurance Conference permanent committee was scheduled for New York, Oct. 14, preliminary to the permanent committee meeting at Havana.

Brooklyn Brokers' Slate

At the Brooklyn Insurance Brokers Assn. October meeting the following

were nominated for office, to be voted at the November meeting: President, Charles A. Merante; vice-presidents, William J. Kennedy, Max Klotz and Herbert J. Pohs; treasurer, John B. Swift, and secretary, George J. Mutari; board chairman, Max A. Pulver; board secretary, George J. Mutari.

The dinner dance installation of officers will be Dec. 1.

Fetzer Red Cross Chairman

Wade Fetzer Jr., president of W. A. Alexander & Co., has been elected chairman of the Chicago chapter of American Red Cross.

He was the 1947 Red Cross fund

chairman and chapter vice-chairman for the last two years.

Plan Middlesex Meetings

Middlesex County (N. J.) Assn. of Insurance Agents has scheduled a dinner for Oct. 19 at Oak Hills Manor, Metuchen, with Edwin Keller as chairman.

A "ladies night" meeting will be held Dec. 13, in charge of Miss Dagmar Koed of Carteret, N. J.

Coal Talk to Examiners

Assn. of Fire Insurance Examiners of Chicago at the October 20 meeting

will hear a talk on bituminous coal mining in the western fields by Norman S. Huntington.

The group also will vote on an amendment to the constitution relative to election and term of office of the directors.

Berlenbach Is Promoted

Home has promoted Joseph Berlenbach to assistant general adjuster. He was formerly manager of the loss division of the New York metropolitan department and will continue to fill that position. He has 31 years in the loss field.

GLSENS FALLS INDEMNITY CO.
COMMERCE INSURANCE CO.

POLICYWRITER'S FRIEND
New and Revised Edition

This 64-page booklet is crammed with practical information and suggestions which, if followed, will result in fewer criticisms from the audit bureau or rating office, fewer letters from the Home Office, and clear sailing with the adjuster in case of a loss.

FREE FOR THE ASKING

DATE _____

GLSENS FALLS INSURANCE CO.
COMMERCE INSURANCE CO.
Dept. D, Glens Falls, N. Y.

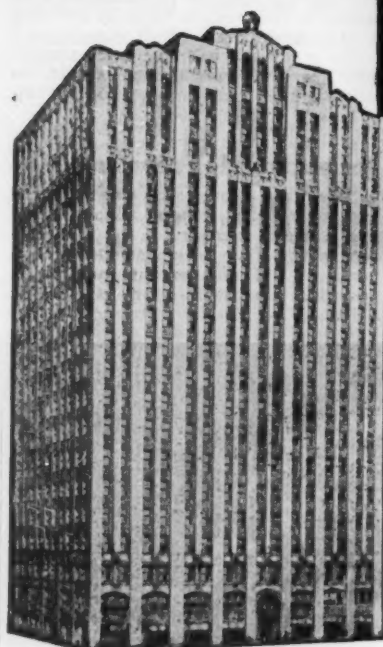
Please send—free and without obligation—a copy of the revised edition of POLICYWRITER'S FRIEND.

NAME _____

NO. AND STREET _____

CITY _____

ZONE _____ STATE _____



JACKSON FRANKLIN BUILDING

JACKSON BOULEVARD
AT FRANKLIN STREET

*A Leading
Building For Leading
Insurance Firms*

Tenanted by leading Insurance, Financial and Industrial Firms, the Jackson-Franklin Building offers the ultimate in fine executive and general office accommodations, at substantial savings in rental.

SPACE NOW AVAILABLE

Descriptive brochure and complete rental information upon request.

Owner Management JACKSON-FRANKLIN BUILDING

319 West Jackson Boulevard • Telephone WEBster 9-3831
Chicago 6, Illinois



It hurts—and hurts plenty—to stand a total loss or take a big markdown on water-soaked, smoke-damaged piece goods. Many times that can be avoided by sending damaged piece goods to us for our exclusive "Renotex" processing.

Heavy Losses Curbed

This process not only dries and deodorizes damaged piece goods, but also replaces the mill lustre so they will compare with newly woven fabrics. As a result most of the processed goods can be returned to stock or offered for sale at the same price as new merchandise.

Act Immediately!

There is always the danger of mildew forming on heavily water-soaked piece goods. Contact us promptly and save yourself this risk. A wire or telephone call will bring one of our experts to the scene in a matter of hours.

Let us send you more detailed information about our unique service. Write Dept. U-6.

TEXTILE
Rescue Service

920 Washington Ave., Saint Louis 1, Mo.
Central 4243



Mutual Agents Take Firm Stand

(CONTINUED FROM PAGE 1)

pected," Mr. Murray said, "that such a policy will be written within the next 12 months."

The National association has cooperated closely with the American Institute for Property and Liability Underwriters in the furtherance of the C.P.C.U. courses. It is important, Mr. Murray stated, to be authorities in the business. "Under such a situation we will not have to worry about the small agent who is selling insurance as a sideline." He concluded by asking the agents to give their active support to the program of the National association.

Those named to the board of directors for three year terms were: E. H. High, Columbus; E. P. Curtiss, Stratford, Conn.; George P. Jones, Charlotte, N. C.; William E. Billings, Niagara Falls, N. Y.; Mrs. Ellen E. Edwards, Montgomery, Ala.; George J. Hauenstein, Jr., Laurel, Miss.; and Sterling Sasser, Austin, Tex.

Urges Support of Science

The first speaker at the meeting was Lynn A. Williams, Jr., vice-president in charge of promotion, University of Chicago, who addressed the group after the Monday luncheon. He discussed "The Insurance Man and the Atom," calling upon insurance men to endorse, through advertising, scientific research such as has been done in fire and accident prevention. To help explain some of the technical aspects of his topic, Mr. Williams supplemented his talk by showing several slides.

Herbert E. Clarkson, instructor in business letters and business English at Northwestern University, Chicago, gave some interesting and humorous examples of how not to write business letters. He advised agents to "be specific, accentuate the positive, and eliminate the negative" in their letters. The theme of his talk was "Whiskered Expressions."

Admonishing that specialization and knowledge are prime requisites in selling, Richard R. Fowler, sales and merchandising consultant, Chicago, warned that the day of the salesman who sells on his personality alone is over. Mr. Fowler said that today the salesman must be scientific in both selling and merchandising.

"It is not necessary," Mr. Fowler remarked, "to be a scientist in order to be scientific." He went on to say that much research and statistical data are made available to agents by the companies and if agents will take advantage of this their selling will automatically become scientific.

Mr. Fowler noted that there is a trend today toward package selling, emphasizing that insurance men would do well if they could somehow adopt this principle.

Notes Change in People

Dr. Preston Scott, Wayne University, Detroit, entitled his talk "The Art of Dealing with People." During the last 15 years, Dr. Scott stated, people have undergone a tremendous change which has to be considered by those in the selling field. The basic tenet of selling is still satisfying "needs, wants and desires" but in addition, cognizance must be made of the change in people.

Calling upon agents to extend their markets, Frederick Meyer, Applington, Ia., expressed the belief that great profits are to be found in seldom solicited types of coverages. Throughout his speech, which was entitled "Diversified Selling," Mr. Meyer warned that agents must be prepared for changes in selling methods.

"Selling and the Shorter Work Week" was the theme of address given by Richard J. Rountree, vice-president Pierce Wire Recorder Corp., Evanston, Ill. He opined that "today the selling function has the task of justifying its very existence to the public." Its most common defense, he said, is that it

moves goods and services, thereby creating work in factories, farms and offices. Mr. Rountree continued "proper selling is improving the living standards by taking to the consumer the goods and services that will make his life easier, more pleasant and more secure."

The need for a planned sales presentation was stressed by John Adam, Jr., resident secretary of Central Manufacturers Mutual, Boston. "There is nothing our agency system needs more urgently than the realization that it must continually justify its existence," Mr. Adams declared. "Otherwise," he cautioned, "the agency system is not here to stay and will be replaced by direct sales."

Other prominent speakers at the convention were: Walter Taylor, Rochester, N. Y., on "Office Efficiency"; Dr. George D. Haskell, economist American Mutual Alliance, Chicago, on "A Factual Case for Mutual Insurance"; Fred W. Lair, Indianapolis, on "Selling Insurance the Hard Way"; Robert Miller, professor Drake University, Des Moines, on "Are You Causing Your Own Dollar Shortage," and Dr. William Derr, rector of St. Paul's Episcopal church, Newport, Ky., on "A Parson Takes a Gander."

At the business meeting on Monday afternoon a resolution was adopted which it is believed will further company and agent cooperation in setting up qualification standards for agents. A recommendation that members of the board of directors be nominated from the floor was made the study for a special committee to be appointed.

A "Cow" on Program

An interesting special attraction on Monday morning, preceding the convention proper, was an interview conducted by Mr. Murray with Clarissa the "cow," descendant of Mrs. O'Leary's famed bovine, in an effort to get the true story about how the great Chicago fire of 1871 really began. The event was pointed toward observance of Fire Prevention Week. Another popular feature on Monday was the evening cocktail party and reception for officers and past presidents of the National association.

Lumbermans Mutual Casualty was the host at a luncheon for the ladies on Tuesday. The company also sponsored a sightseeing trip around Chicago and a tour of the home office building. The final banquet, at which no speeches were given, was held Wednesday evening. Dancing followed dinner.

Next year's convention will be held Oct. 16-18 in the Hotel Statler, New York City.

Joe Maniaci, head football coach at St. Louis University, discussed "Big Time College Football in St. Louis" at a luncheon meeting of St. Louis Blue Goose Monday.

Announcing

A New Deal for
Agents & Brokers on
Fire, Theft &
Collision on
Intermediate and
Long Haul Trucks

Inquiries Invited

KELSO & SONS, INC.

Tel. MArrison 7-4222
175 W. Jackson Blvd.
CHICAGO, ILL.

Sees in H

Comput
other spo
state, of
security
ective
Society
untary
ance con
Chamber

"Few
cept the
either fe
responsi
dividuals
ket, eith
old age o
employ
pelled to
curity pr
will be
sickness
employ
unemploy
Similarly
nent disa
due to ol
"There
bill H. P
forward
base for
social sec
men's co
ity and
Dr. Pa
officer, B
missions,
arguing
surance a
trator fed
the plan
American
pense of
that volu
providing

Insurance
Session
A sess
been arra
American
can Assn
Insurance
Biltmore
from 10-
public. T
National
writers, v
Actuarial
surance,"
actuary o
Insurance
& H. St
consulting
his topic
Methods
Prepaid
Plans."
These
Arthur L
of the N
W. Rulo
sultant w
Cross-Bl
siding ov
F. Killio
Metropol

Insurance Session

These
Arthur L
of the N
W. Rulo
sultant w
Cross-Bl
siding ov
F. Killio
Metropol

Near C

Donald
as Color
& Casual
ver.
Tommy
special a
with heav
was at th

N. J. C

More
gether of
of N. J.
Club, Su
in the ad
evening,
meeting.

Sees Welfare State in Health Plan

Compulsory health insurance is another spoke in the wheel of the welfare state, of which the hub is the social security act, Edward H. O'Connor, executive director Insurance Economics Society, declared during a forum on voluntary versus compulsory health insurance conducted by the Illinois State Chamber of Commerce in Chicago.

"Few persons see that once you accept the principle that governments either federal or state have the primary responsibility to provide support for individuals who are out of the labor market, either permanently on account of old age or temporarily on account of unemployment, you will ultimately be compelled to accept all the major social security programs. Thus, logically, you will be compelled to accept the cash sickness benefits program because unemployment due to sickness is akin to unemployment due to lack of a job. Similarly, unemployment due to permanent disability is akin to unemployment due to old-age.

"There is little doubt but congressional bill H. R. 6000 is the first major step forward to the welfare state. It is the base for still further extensions of the social security act into the field of workmen's compensation, temporary disability and eventually socialized medicine."

Dr. Paul R. Hawley, chief executive officer, Blue Cross and Blue Shield commissions, joined with Mr. O'Connor in arguing against compulsory health insurance after Oscar R. Ewing, administrator federal security agency, defended the plan on the grounds that 80% of American families cannot bear the expense of major or chronic illness and that voluntary insurance plans are not providing sufficient medical care.

Insurance Statistics Session for the Teachers

A session in insurance statistics has been arranged for the annual meeting of American Statistical Assn. and American Assn. of University Teachers of Insurance. This will be held at the Biltmore Hotel, New York, Dec. 27, from 10-12 a.m., and is open to the public. Thomas O. Carlson, actuary of National Bureau of Casualty Underwriters, will speak on "Statistical and Actuarial Procedures in Liability Insurance;" Gordon Streeter, assistant actuary of Aetna Life, will describe "An Insurance Company's Approach to A. & H. Statistics;" while Mark Kormes, consulting actuary of New York, has as his topic "Statistical Problems and Methods of Blue Cross and Blue Shield Prepaid Hospital and Medical Care Plans."

These papers will be discussed by Arthur L. Bailey, chief casualty actuary of the New York department, and by W. Rulon Williamson, actuarial consultant with the Wyatt Co. and Blue Cross-Blue Shield commissions. Presiding over the session will be Raymond F. Killion, assistant vice-president of Metropolitan Life.

Near Colorado Head

Donald A. Near has been appointed as Colorado manager for Houston Fire & Casualty with headquarters at Denver.

Tommy Peters has been appointed special agent in north central Texas, with headquarters at Fort Worth. He was at the home office.

N. J. Casualty Outing

More than 100 attended the get-together of Casualty Underwriters Assn. of N. J. at the Canoe Brook Country Club, Summit, N. J. There was golf in the afternoon and a dinner in the evening, followed by a brief business meeting.

S. C. Rate Cut Not Enough, Legislative Leaders Say

Gov. Thurmond of South Carolina announced that National Bureau of Casualty Underwriters has promised to put into effect a 5% decrease in workmen's compensation rates effective Jan. 1. However, Senator Ralph Gasque, chairman of the legislative committee investigating compensation rates and Senator Wallace, a member of that committee, stated they would insist on a 20% reduction and urged Commissioner Murphy to reject the 5% decrease. The two senators, in a joint statement, said that all Gov. Thurmond has done "is to try to pack the state industrial commission with political appointees."

A 4 1/4% reduction was made in compensation rates last Jan. 1.

Urges Bus Accident Parley

HARTFORD—A conference of traffic safety officials in Connecticut, Massachusetts, New York and Rhode Island to find out why bus accidents are increasing has been proposed by Robert I. Catlin, vice-president of Aetna Casualty, who is chairman of the Connecticut highway safety commission.

Reliance Life Now Offers A. & H. Without Life Cover

A. & H. insurance now is offered independently of life insurance by Reliance Life. Since 1913 when Reliance first brought out its A. & H. policies, they had been available only to life insurance policyholders. Now they can be written with or without life insurance.

Announcement of this was made together with a new compensation plan on A. & H. business at the four regional conventions held by Reliance. The new plan materially increases A. & H. commissions through a bonus payable at the end of the calendar year to those whose paid for A. & H. premiums meet a minimum requirement of \$500 during the year.

The bonus plan was made retroactive to Jan. 1 for those who pay for the minimum required this year. Many agents had qualified for this bonus before it was announced.

"Comp" Commissioners Elect

International Assn. of Industrial Accident Boards & Commissioners at its annual meeting at St. Louis had about 300 delegates from the various states,

Alaska and Puerto Rico in attendance. Spencer H. Givens of Missouri was in charge as president.

New officers elected are: President, Harry A. Nelson, Wisconsin; vice-president, Elmer P. Corwin, Iowa. Marshall Dawson, bureau of labor standards, U. S. Department of Labor, is secretary.

Company speakers included Ashley St. Clair, Liberty Mutual, and T. A. Duckworth, Employers Mutual Liability.

Barnes N. J. Special Agent

NEWARK—Joseph Comerford, manager of the Newark, N. J., branch, announces C. Eugene Barnes has been appointed as field representative of Maryland Casualty for Morris, Bergen and Hudson counties, N. J. He has been in the casualty field for 12 years as underwriter and special agent.

Philip L. Cochran Slated

Philip L. Cochran, director of training for W. A. Alexander & Co., will address the luncheon meeting Oct. 19 of Casualty Underwriters Assn. of Chicago on "Training Underwriting Personnel."

.YOU BE THE JUDGE AND JURY!



The farmer is putting you in the position of judge and he wants a decision when he says —

● "In order to work separated tracts of land I have to drive my unregistered tractor and hay rake over a state highway. My hay rake extends over the center of the road. While traveling this route I meet an oncoming automobile which runs off the road and is damaged while trying to avoid my hay rake. Would my Farmer's Comprehensive Personal Liability policy cover me?"

Could you answer the question?

Put yourself on trial. What are you doing about the farmers in your vicinity? Surely the farmer, who faces as many hazards as any other individual, is entitled to know about the protection he can secure for his family and himself. You lose much if you overlook this big group of prospective customers—customers the Royal-Liverpool Group stands ready to assist its agents in reaching.

Answer to the quoted question is contained in the Group's current issue of "True or False." Your copy is available on request to our Advertising Department.

CASUALTY • FIRE • MARINE

ROYAL-LIVERPOOL Group

150 WILLIAM ST., NEW YORK 8, N. Y.

ROYAL INSURANCE COMPANY, LTD. • THE LIVERPOOL & LONDON & GLOBE INSURANCE CO. LTD. • AMERICAN & FOREIGN INSURANCE CO. • BRITISH & FOREIGN MARINE INSURANCE COMPANY, LTD. • THE NEWARK FIRE INSURANCE CO. • QUEEN INSURANCE COMPANY OF AMERICA • STAR INSURANCE COMPANY OF AMERICA • THAMES & MERSEY MARINE INSURANCE COMPANY, LTD.

EAGLE INDEMNITY COMPANY • GLOBE INDEMNITY COMPANY • ROYAL INDEMNITY COMPANY

Heavy Wind Loss in Minn. and Wis.

(CONTINUED FROM PAGE 4)

were no storms during the regular wind season this year and it appears that the number of claims handled will be down.

WIS. LOSSES HEAVY

MILWAUKEE—Property damage in Wisconsin as the result of the high velocity wind, with gusts of 85 to 90 miles

an hour Monday may run into several million. By Tuesday afternoon surveys of the actual damage were still incomplete, due in part to the large number of wires down and inability of surviving or repaired phone and telegraph lines to handle the large amount of traffic. The wind lashed at power and communica-

tion lines, isolating many small communities. It blew down trees and unroofed buildings.

The damage extended into all parts of the state, but was heaviest in the northwest part near the Mississippi river and up to Superior. The storm also smashed northeast and across Upper Michigan, causing widespread damage. While Milwaukee and southeastern Wisconsin caught some of the tailend of the storm, as did the Fox River valley and the eastern part, the wind was strongest in the Mississippi river valley area across from Minnesota. Telephone officials said Tuesday it might take two days to restore service. Power lines and poles were being restored with less delay. In many cities, like Milwaukee, the storm was less severe but blew in many windows, damaged buildings, chimneys and boats in lakes and rivers. Trees blocked many roads and highways throughout the state. The 1949 tobacco crop suffered severe damage as did the large tobacco sheds in the Viroqua and other growing areas.

Cities reported to have been heaviest hit included Eau Claire where there may be as many as 10,000 claims; La Crosse, 500 to 1,000; Wausau, Rhinelander, Chippewa Falls, Stevens Point, Merrill, River Falls, Ashland and Superior, among others, with 300 to 500 claims indicated by early reports of claims pouring in.

HEAVY LOSS IN MINN.

ST. PAUL—A corps of adjusters was recruited here this week to handle one of the heaviest windstorm losses in the state's history. Twenty-four hours after the 60 to 100 mile an hour gale subsided no reliable estimate on the property loss could be had as new claims were coming in hourly from all sections of the state. Insurance offices were flooded with claims, mostly for roof damage and broken windows, thousands of the latter smashed including many plate glass lights.

Roof damage was heavy. Metal roofs on buildings were ripped off and single and asphalt roofs on homes either torn off or the shingles curled up so as to be beyond repair. Roofing companies in the Twin Cities were besieged with calls for repairs.

Much Glass Loss

Glass losses will cost insurance companies thousands of dollars. In the Great Northern general office building in St. Paul alone, 100 large plate windows were smashed.

Chimneys and smoke stacks were blown off several buildings. Street signs were damaged. Pleasure boats were torn from their moorings and smashed. Hundreds of farm buildings were flattened and the corn crop loss will be enormous, running into millions, one authority said.

In St. Paul property damage was placed at a million and may run that in Minneapolis.

It is estimated there are 5,000 wind claims averaging \$100 in Minneapolis. One thousand panes of glass were broken, 250 of them store windows.

Accounting Rally for Ill. and Indiana Staffs

A uniform accounting conference for the Illinois and Indiana insurance departments and company people was held at Chicago Tuesday. Featured were Thomas Morrill of the New York department, the famed regulation 30 ace, and James Higgins of the New York department, chairman of the N.A.I.C. technical committee on uniform accounting.

About 200 attended, including representatives from 32 Illinois companies, 12 Indiana companies and representatives from insurance departments of 12 states besides Indiana and Illinois. Joseph Watson, chief examiner of the Illinois department, opened the proceedings, Insurance Director Hershey of Illinois, gave a welcome and then Mr. Morrill took over.

F.I.A. Executives Are Elevated

(CONTINUED FROM PAGE 8)

1923 and became vice-president of the Evarts-Tremaine-Flicker agency in that city, returning to F.I.A. in 1928. In 1933, Mr. Grider became assistant manager at Chicago, associate manager in 1935 and, in 1938, manager.

Mr. Germain joined F.I.A. as an inspector in 1929, advanced to special



J. H. Germain



H. L. Grider

agent at Philadelphia and, in 1939, was made field manager for the middle states, in charge of the Philadelphia office. He assumed the position of manager of the New York City field office in 1940, was made assistant manager of the eastern regional office, Hartford, in 1945, and became manager in 1948.

Mr. Redfield was employed by the association in 1937 as an inspector. In 1938 he was called into the home office as a supervisor in the inspection department. From that position he advanced to special agent at New York in 1941 and, in 1946, became manager of the New York field office.

Weichel Blocks Action on Maritime Measure

(CONTINUED FROM PAGE 9)

months, undeposited, and when certain determinations were made, "the checks were returned."

"I have heard gossip about that," Ogden admitted. He said nothing is being done now to get an accounting.

The government collected \$45½ million on these policies, Ogden testified. The government paid out on policies it issued to private parties and collected premiums; it paid "something over \$90½ million." It paid the underwriters about 2½% interest on the \$45 million, by contract made between underwriters agents and WSA for cargo war risk. Ogden insisted the agents had to do a lot of work.

Weichel said he got the \$150 million figure from the general accounting office, Ogden testified the \$45 million was "outside" that figure.

"Did they get 2½% on the \$150 million they got from the government," asked Weichel. "No," said Ogden.

"The GAO found out they had invested and earned \$18 million interest."

"I never saw the GAO report," said Ogden, although he said GAO representatives had been in and out of his office for months. The commission did not discuss that matter with him. However, he had heard \$11 million discussed in 1947.

"Did the insurance companies give that back to the government?"

"No." There was "no floor" under the contract with the syndicate and underwriters, who were entitled to 6½% of net premiums and 6½% for expenses. Ogden said. The companies got 6½% of \$50 million.

Hart said there seemed no likelihood of finishing hearings on the war risk bill before adjournment of the session of congress, and there was no use proceeding further. He therefore ordered the hearing adjourned.

Walter H. Field, prominent business man and investor of Modesto, Cal., has been elected a director of Pacific National Fire.



FACING GRAND CIRCUS PARK

First thing to do in Detroit is check in at Hotel Tuller! You'll enjoy every minute. Newly modernized. Beautifully decorated. Within walking distance of all downtown stores, theatres and business activities . . . yet, you enjoy the ever-green atmosphere of Grand Circus Park . . . The Tuller Coffee Shop or Cafeteria for excellent food modestly priced.

COCKTAIL LOUNGE
ONE OF DETROIT'S FINEST

800 ROOMS \$2.75
WITH BATH FROM

Hotel Tuller

FRANK K. CANNON, Mgr.

DETROIT'S "FIRST" IN CONVENIENCE • COMFORT • QUALITY



You'll like the NEW YORK UNDERWRITERS INSURANCE COMPANY



90 JOHN STREET, NEW YORK 7, N. Y.

Fire • Automobile • Inland Marine

since 1864

hensive
eral co
floater,
stateme
building
Market
furnitu
stock
of expe
compan
compan
loss, sig
ment;
and tru

One on

Other
uality, i
on busi
the exp
an adv
tensive
that lin

The

Oct. 31

loss me

in addi

man, as

research

school,

the bur

courses

will also

from ex

the stud

experie

adjustm

Season's

The

have be

school

ruption,

inland

mobile

inland

May.

G.A.E.

through

to meet

basic p

instruct

coupled

each o

charged

tional p

to the

quired.

evidence

manage

are assi

An a

program

educati

educati

agenda

program

discussi

rent ac

office n

to the l

Zone

Unifo

(CO

commis

men. A

to give

suranc

fire and

more a

effective

Two

ance w

sioners

to N.A.

One r

of reins

of the

submitt

all ins

states i

Another

tice of

which p

premium

pledging

Formal Education Speeds Up Adjuster Training

(CONTINUED FROM PAGE 2)

hensive glass, glass apportionments, general cover contracts, personal property floater, adjustment of building losses, statement of loss on building losses, building estimating, appraisal, use of Markel chart, adjustment of household furniture losses, and determination of stock values from books of records, use of experts, the function of the salvage company (with a visit to the salvage company), guiding principles, proof of loss, signatures, and non-waiver agreement; also subrogation, loan receipts and trust agreements, and negligence.

One on Business Interruption

Other courses of study include casualty, inland marine, and special classes on business interruption insurance for the experienced adjusters. The latter is an advanced course presenting an intensive review of the main elements of that line.

The next fire school, which starts Oct. 31, will have insurance company loss men and experts as guest speakers in addition to the faculty. Allan Wikman, assistant director of education and research, who is in charge of the fire school, will be assisted by top men in the bureau as instructors. The other courses scheduled for the year 1949-1950 will also have the benefit of instruction from experts in their field, thus giving the student adjuster the benefit of the experience of the best talent in the adjustment business.

Season's Schedule

The casualty and first auto schools have been completed, the second auto school runs Oct. 10-28; business interruption, at Harrisburg, Pa., Oct. 24-29; inland marine, Nov. 28-Dec. 16; automobile, Jan. 9-Feb. 17; fire, March 6-31; inland marine, April and automobile, May.

G.A.B.'s educational plan extends throughout all five departments. Varied to meet the needs of each territory, the basic plan embraces formal classroom instruction, which in some cases is coupled with practical training. Since each department has an executive charged with carrying out the educational plans, these plans may be adapted to the needs of each territory as required. The success of the system is evidenced by the enthusiasm of the managers to whose offices the graduates are assigned.

An added feature of the educational program is the bi-monthly branch office education and research furnishes the agenda and sees to it that the school program is reflected in branch office discussions. Designed to encompass current adjusting problems, the branch office meetings are a valuable adjunct to the bureau's educational program.

Zone 4 Officials Pursue Uniform Filing Plan

(CONTINUED FROM PAGE 4)

commissioners by the Zone 4 department men. Accounting changes are designed to give a uniformity in reporting of insurance operations now lacking in the fire and casualty field. This will permit more accurate comparisons, and more effective regulatory and advisory action.

Two resolutions relating to life insurance were approved by the commissioners of Zone 4 and will be submitted to N.A.I.C. at its meeting in December.

One resolution asks that any proposal of reinsuring all or a substantial part of the business of a life company be submitted for consent and approval of all insurance commissioners in the states in which the company operates. Another resolution disapproved the practice of reinsuring under any agreement which provides for payments from gross premium income, from funds derived by pledging gross premium income, or

otherwise than from funds which are leaders. The domestic life, fire and casualty insurance companies and fraternal benefit societies tendered the commissioners and their assistants a testimonial banquet at the Hotel Schroeder Friday night, attended by 150. Commissioners Lange, Harris and Forbes spoke briefly. Harold Parsons, assistant Wisconsin attorney general who works with the insurance department, represented the state government at the dinner. The principal speaker was Edward McFaul, Northwestern University, whose inspirational address in a humorous vein was entitled "So You Think You're Slipping." R. M. Vetter, Continental Assurance, Madison, Wis., was toastmaster. The committee on arrangements was headed by C. C. Klocksin, Northwestern Mutual Life. Executives of domestic companies attended the dinner.

Following a final session of the commissioners Saturday morning, the group went to Madison where they were guests at a reception and luncheon attended by department personnel and representatives of Madison insurance companies and agencies. Later the commissioners were Mr. Lange's guests at the Wisconsin-California football game.

Department Men on Hand

Attending the meeting in Milwaukee were Commissioners Harris, Minnesota; Forbes, Michigan, who is also president of N.A.I.C.; Hershey of Illinois; Viehmann of Indiana; Alexander of Iowa; Krueger of North Dakota; Mueller of South Dakota, and Lange of Wisconsin, the host commissioner. About 40 department men attended.

The group was guest at a dinner by Pabst Brewing Co. one evening, together with local company and agency

otherwise than from funds which are leaders. The domestic life, fire and casualty insurance companies and fraternal benefit societies tendered the commissioners and their assistants a testimonial banquet at the Hotel Schroeder Friday night, attended by 150. Commissioners Lange, Harris and Forbes spoke briefly. Harold Parsons, assistant Wisconsin attorney general who works with the insurance department, represented the state government at the dinner. The principal speaker was Edward McFaul, Northwestern University, whose inspirational address in a humorous vein was entitled "So You Think You're Slipping." R. M. Vetter, Continental Assurance, Madison, Wis., was toastmaster. The committee on arrangements was headed by C. C. Klocksin, Northwestern Mutual Life. Executives of domestic companies attended the dinner.

Following a final session of the commissioners Saturday morning, the group went to Madison where they were guests at a reception and luncheon attended by department personnel and representatives of Madison insurance companies and agencies. Later the commissioners were Mr. Lange's guests at the Wisconsin-California football game.

New Edition of Mutual Company Directory Out

American Mutual Alliance has published the 1949 edition of its "Directory of Mutual Companies in the U. S." containing a brief abstract showing the net premiums and net losses paid last year of mutual companies grouped by states and giving the address and name of the secretary or other principal operating officer.

It develops that there were 2,419 mutual fire companies that had net premiums, assessments and fees of \$440,357,242, or an increase of 17.5% and losses paid of \$154,788,942. The loss ratio was 35.4. The total assets were \$847,384,022, increase 12.2%, and surplus was \$434,265,276, increase 8.2%.

There were 200 mutual casualty companies with net premiums of \$758,376,543, increase 17.7%; losses paid \$312,686,913, ratio 41.2%; assets \$1,069,158,927, increase 16.1% and surplus to policyholders \$249,378,897, increase 19.2%.

Kansas 1752 Club will hold its fall meeting Nov. 18 at Wichita with F. E. Baker of Employers Mutual Casualty, Wichita, in charge.



THE BUSINESS OF FIRE!

Fighting blazing infernos like this one is the *business* of the fireman. Although such dangers are a regular part of his life, his casualty rate is surprisingly low. The point is he calculates his risks and takes precautions.

But every day thousands of people, policy holders and prospective clients, take chances with fire unknowingly. Since they are not even aware of the dangers they face, they cannot take precautions.

Pearl American believes the agent in his daily contact with owners can perform an outstanding public service by using his practical knowledge of fire prevention to reduce the burning rate of our country's property.

PEARL AMERICAN

HOME OFFICE: 19 RECTOR STREET, NEW YORK 6, N. Y.

CLEVELAND, 313 Bulkeley Bldg.
PHILADELPHIA, 436 Walnut St.

SAN FRANCISCO, 369 Pine St.
NEW YORK, 26 Cliff St.

CINCINNATI, 1423-24 Carew Tower
CHICAGO, 175 W. Jackson Blvd.

FIELD

Holliday Retires, National Names Buesching in Ill.

A. R. Holliday, veteran special agent of National Fire in southern Illinois, has retired at his own request on the company's retirement plan, and W. H. Buesching has been promoted to state agent in charge of the southern Illinois territory.

Mr. Holliday started as a local agent in Memphis, Mo., and was appointed special agent for National in 1922 and has traveled the southern Illinois field since then.

Mr. Buesching has been with the western department of the company since 1933. After three years in the coast guard, in 1946 he was appointed northern Illinois special agent. He was transferred to the southern part of the state last year.

M. L. Schneider will continue as southern Illinois special agent working with Mr. Buesching. Their headquarters will be in the Security building, Springfield.

Train Speakers on Coast

To further the "Pacific plan" of public relations, developed by the Pacific Board with producers' organizations, company management and field men participating, 200 special agents have completed a special training in public

speaking. They are prepared to discuss insurance subjects as requested by local agents' associations throughout the territory.

State and local associations make the speaking arrangements with civic organization, service and fraternal clubs and similar groups.

Okla. Pond Festivities

OKLAHOMA CITY—Six candidates were initiated into the Oklahoma Blue Goose at a gathering at Twin Hills Country club attended by 80. At the initiation ceremonies there was given a recording of a talk by Lloyd S. Wallace, last surviving member of the group that founded the Blue Goose.

Preceding the ceremonies a golf tournament was held with Don Shannon, North British & Mercantile, winning honors as medalist, and John E. Wilkinson, London & Lancashire, claiming second place. There was a buffet supper. Initiates were William E. Briggs of Eberle & Co.; Guy M. Cooper, Oklahoma Inspection Bureau; Edwin H. Duncan, Springfield F. & M.; Ancel A. Love, Jr., Springfield; Floyd S. Pratt, J. R. Pollard agency.

Cope is K. C. Golf Champ

O. J. Cope, Western Adjustment, took first place in the fall golf tournament of the Heart of America pond of Blue Goose at Indian Hills Country Club, Kansas City. Chairman of arrangements was O. P. Rush, Kansas City F. & M. There were 28 golfers on hand.

Christiansen to Aetna

Aetna Fire has appointed Eugene W. Christiansen as special agent in Nebraska. He has traveled in Nebraska for the past several years for another company. He will be associated with State Agent H. W. Lindquist.

NEW YORK

ESCOTT APPEAL ADJOURNED

Adjournment was taken until Oct. 31 for the hearing on the appeals from the decision of New York Fire Insurance Rating Organization to file the Escott rating plan in New York. Counsel for the groups that are pursuing the appeal were given until Oct. 7 to file pleadings. The Escott plan for handling multiple location fire risks was filed with the New York department effective Sept. 1.

HOME EMPLOYEES HOLD GOLF RALLY

The 59 Maiden Lane Club, employee organization of Home, conducted its annual golf tournament at Echo Lake Country Club, Westfield, N. J. Golf winner was E. J. Larkin of the loss department.

FRELINGHUYSEN IN NEW QUARTERS

The J. S. Frelinghuysen brokerage firm of New York has moved to new and larger space at 20 Vesey street. The firm has had offices since 1908 at the corner of William and John streets.

The late Senator J. S. Frelinghuysen was a member of the original group that erected the building at 111 William. Joseph S. Frelinghuysen, Jr., has succeeded his father as president of the firm.

DONLON AT BROKERS' DINNER

Miss Mary Donlon, chairman New York Workmen's Compensation Board, will discuss the New York disability benefits law at the General Brokers Assn. dinner, New York City, Oct. 26. Judge Albert Conway of the state court of appeals will be toastmaster. The G. B. A. gold medal for distinguished service to insurance will be awarded at the dinner to John C. Stott, past president of N.A.I.A., and N. Y. Assn. of Insurance Agents.

CHICAGO

SECOND GENERATION

Arthur C. Youngberg, Jr., has joined the Youngberg-Carlson agency of Chicago, of which his father is president. He will be in charge of a public relations and promotion department. For the past four years he has been in the newspaper business at Chicago, first with City News Bureau, more recently with Chicago Daily News in the promotion department looking after such projects as the Travel Show and Daily News Regatta. He is a graduate of Northwestern University and served in the navy as a lieutenant j.g.

SOMMERS AGENCY MARKS YEAR

Byron Sommers & Co., Chicago metropolitan supervising agency, is celebrating its first year of existence. Mr. Sommers reports that he is successful beyond his expectations at this point. He lays part of his success to following his agency motto, "Service and Facilities Beyond the Contract." The other part of his success he attributes to the co-operation of the companies represented by his agency. They are Travelers Fire, Home, Standard of New York, Fireman's Fund Indemnity and Home Indemnity.

Mr. Sommers opened the agency at Chicago after 25 years in the insurance business. He was for 18 years manager of Ohio Casualty at Chicago and for five years managed the Manufacturers Casualty branch there.

FARM EXAMINERS TOURS

Thirty-one members took part in a field trip of Farm Examiners Club of Chicago that consisted of a tour of the Chicago "Tribune" farm near Wheaton, Ill. The group then gathered for a luncheon. The first fall business meeting of the organization will be the evening of Oct. 17, at which time new officers will be elected. There will be a showing of movies.

Radius Endorsement Question Is Won by the Insurer

A commercial radius endorsement providing that the vehicle will be used and operated entirely within a radius of 500 miles of the place where principally garaged absolves the insurer of liability for an accident occurring within the 500-mile radius, but while the truck was returning from a trip of 725 miles from the headquarters point, according to Georgia court of appeals in Wallace vs. Virginia Surety.

Grady Russell Wallace, operating as Southern Transfer & Storage Co., was the insured. The truck had been driven from Atlanta to Miami, a distance of 725 miles. It was near Jasper, Fla., which was within 275 miles of Atlanta, when the accident occurred.

In the second paragraph of the radius endorsement, there was the provision that the company shall not be liable for any loss that results from an accident occurring while the car is being operated outside of the radius of 500 miles. The majority opinion in favor of the insurer stated that the agreement on the part of the assured not to drive the automobile beyond the 500-mile radius constituted a promissory warranty which when violated by him in sending the car on a trip beyond that radius entitled the insurer to declare the policy for the purposes of that trip in its entirety, void.

The action of the assured constituted a breach of the contract which released the insurer from the obligation to perform its covenants insofar as that particular trip was concerned.

There was a dissenting opinion finding that the intent of the two paragraphs in the radius endorsement was to give coverage while the vehicle is being op-

erated within a radius of 500 miles of Atlanta and excluding coverage beyond that radius. The dissenting opinion said that to exclude coverage, the operation beyond the 500-mile limit and the injury must be concurrent. The endorsement cannot be interpreted to mean "while the vehicle was engaged in a trip which would carry it beyond the radius." If that is what the policy meant, it could easily have been made to so state in clear and unmistakable terms. The dissenting opinion expressed the belief that the adding of the second provision rendered the first one ambiguous and went on to remove the ambiguity by explicitly stating the consequence of a violation of the first.

Coal Operators Award

Coal Operators Casualty received a merit award of achievement in the Direct Mail Association's best of industry direct mail contest. This was the first year of entry for coal operators.

The winning brochure, "The Keys to Sound Business Building," was prepared in conjunction with the McHenry-Derek Advertising of Greensburg, who entered it in the contest as a Coal Operators project. The brochure gives the details of the direct mail campaign for use of agents in soliciting compensation and various types of liability.

C.P.C.U. Reservations Mount

More than 600 reservations already have been made for the all-industry luncheon in Los Angeles Oct. 25 honoring 16 southern California insurance men who have passed C.P.C.U. examinations. J. A. Diemand, president of North America group, will be the speaker. Pacific chapter of C.P.C.U. is sponsoring the luncheon.

Plot Accounting Text

Directors of Insurance Accounting & Statistical Assn. at a meeting at Chicago authorized the creation of a committee to formulate plans and proceed with the collection of the material for an authoritative and up-to-date text on casualty and fire insurance accounting and statistical principles and procedures. A. H. Benson of Lumbermens Mutual is chairman of the committee.

Mallory Leaves Eagles

CINCINNATI—James B. Mallory has resigned as manager of the insurance service department of Fraternal Order of Eagles. He has held this post for four years, starting in Kansas City and going to Cincinnati in 1946, during which time he set up a nation-wide plan of insurance for the local lodges, in which local agents participated. Prior to this connection, Mr. Mallory was in the field for Employers Liability and American Automobile in Cincinnati and Pittsburgh.

John E. Slaton, president of American Export Lines, and Benjamin Strong, president of U. S. Trust Co. of New York, have been elected to the boards of Atlantic Mutual and Centennial.

Charles H. Trame, manager of the Kentucky Inspection Bureau, Covington, and Mrs. Trame will celebrate their 60th wedding anniversary Oct. 16 at Mother of God Church in that city, where they were married. A son, the Rev. E. J. Trame, S.J., Regis College, Denver, will be celebrant at the mass. Mr. Trame has been with the Inspection Bureau 55 years. Both he and Mrs. Trame are 86.

Ernest W. Brown, manager Associated Reciprocal Exchanges, is discussing reciprocal coverage at the Savings Banks Insurance Forum, New York City, Thursday.

William R. Nielson, supervising license investigator in the Los Angeles office of the California department, has resigned to join California School of Insurance.

WANT ADS

SENIOR IBM—PROCEDURE WRITER

One of the largest progressive midwestern insurance firms offers an opportunity for a man under 40 with managerial ability and knowledge of ALL IBM MACHINES. Prefer a college graduate who has thorough knowledge of insurance business. Give complete personal, educational, and work histories. All replies confidential. Address W-20, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

INLAND MARINE UNDERWRITER

Very good opportunity for a young man experienced in inland marine underwriting to open inland marine department for midwest multiple line mutual casualty company. Tell us about yourself. Address W-23, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

SPLENDID OPPORTUNITY

for
SOUTHERN ILLINOIS
FIRE AND CASUALTY SPECIAL AGENT

State age and past experience when replying.

AMERICAN INDEMNITY COMPANY
P. O. Box 1250 Galveston, Texas

Field representative for Wisconsin: large nationally known fire and casualty stock insurance company, competitive rates and policies; opportunities to advance; profit sharing retirement plan. State age, experience and education. Address W-17, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

OHIO FIELD MAN WANTED

Prominent stock fire insurance company desires experienced Ohio state agent. All replies strictly confidential. Our employees informed of this advertisement. Address W-18, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Elderly man who has developed a \$60,000 Agency wants to employ well educated, married Protestant, 35 to 50, to arrange for employment and sale of business at his death. Chance to acquire a very high grade business in a town of 40,000 located west of Chicago. Address W-7, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

gomery
tee; Jos
Morris
rector;
Birming

John

The
posed
Butler
Andalu
ville.

The
Johnso
the nat
R. G
ager o
Genera

the par
mainten
tions a
the ins

Distr
Linden
M. Ash
Selma;
ham; J
Jones,
ville.

Honor

Josep
associat
Charles
more th
associat
certifica
to Mr.

Neal
two ter
his serv
by Will

The
the ass
vention

Two
national
first w
modera
Birming
liam D
Birming
and Al

The
lied lin
modera
man, E
Birming
ham; a

The
ham sp
and fas

N. Y.

About
meeting
Goose,
and Jac

Ala. Agents Elect Thomas; Honor Gandy, Morgan

(CONTINUED FROM PAGE 4)

gomery, chairman of executive committee; Joseph A. Duckworth of Duckworth-Morris Agency, Tuscaloosa, national director; and Millard R. McGruder of Birmingham, secretary.

Johnson Is Speaker

The new executive committee is composed of the officers and George H. Butler of Anniston, H. L. Campbell of Andalusia and John S. Scott of Huntsville.

The principal speaker was O. Shaw Johnson, Clarksdale, Miss., president of the national association.

R. G. Bachman, Atlanta, general manager of the southeastern division of General Adjustment Bureau, spoke on

gins, past m.l.g., reported on the grand nest meeting.

Paul M. Fell, Middle Department Assn. of Fire Underwriters, grand custodian, and J. R. Knowlan, Philadelphia, told of plans for the 1951 grand nest in that city. Mr. Knowlan is general chairman and William Murphy, General Adjustment Bureau, Newark, heads the committee for the New York City pond, which will be co-host.

P. M. Winchester, General Adjustmet Bureau, past m.l.g.g., presented Mr. Quisenberry with his past m.l.g. emblem. The pond will hold a dinner dance early in 1950. R. F. Stumpf, G.A.B., guardian, reported. M. C. W. Buchenberger, Underwriters Salvage, said the pond members now carry \$163,000 of group life.

S. J. Brown, Providence Washington, and Henry Grabe, Boston, were elected to membership.

Advance Howe in Canada

George E. Howe has been appointed assistant manager of Great American in Canada. Formerly he was superintendent of agencies for Ontario.

H. A. Reardon Relected by Massachusetts Brokers

(CONTINUED FROM PAGE 4)

uty Commissioner E. S. Cogswell spoke briefly. Despite a heavy program of business, the meeting and luncheon were run off smoothly and Mr. Reardon met with everyone's approval by adjourning promptly at 3:30 p.m.

Dean Sutcliffe spoke on "Something for Nothing," attacking the general tendency of everyone to lean on the government for support. While assailing pressure groups such as organized labor, farmers, etc., he did not spare business executives and independent business men, telling them that they were as much to blame for the present trend toward socialization as anyone else and in most cases with less excuse. He said American management has gotten soft and inefficient during the war and will have to solve present problems by hard work and efficiency, rather than by running to the government for protection by tariffs and the like. He urged his audience to back the report of the Hoover committee to the limit.

Mr. O'Connor reviewed the trends in the insurance business and urged his audience to pay attention to public demand and ride with social and economic tides, instead of losing out by blind opposition.

Mr. Cogswell reported on the present licensing situation in Massachusetts, praising the brokers and other organized producers for their cooperation both in securing proper legislation and enforcement. He said the situation has improved immensely during the past few years. At present, only about 70% of the applicants for brokers licenses qualify to take the examination and about half of those taking the examination pass.

Texas Steering Group Meets

The Texas advisory committee, which consists of 21 members, representing fire companies doing business in that state, will meet in New York City Oct. 17-19. Chairman is G. S. Yeagan, president of Trinity Universal.

Wednesday afternoon there will be a general meeting of the membership, which consists of practically all companies doing business in Texas.



C. L. GANDY

the part played by the adjuster in the maintenance of favorable public relations and cementing good will towards the insurance business.

District directors are W. A. Glass, Linden; Jack L. Ussery, Dothan; John M. Ashley, Montgomery; C. W. Hooper, Selma; Wm. C. Shackelford, Birmingham; Jack W. Jones, Gadsden; Kermit Jones, Jasper, and John S. Scott, Huntsville.

Honor Chas. Gandy

Joseph A. Duckworth, on behalf the association, paid a special tribute to Charles L. Gandy, Birmingham, for his more than 30 years of service in agency association work. A specially engrossed certificate of appreciation was presented to Mr. Gandy.

Neal Morgan, Heflin, who completed two terms as president, was praised for his services and was presented a watch by Wilbur K. Allen, Birmingham.

The Montgomery delegation invited the association to hold the 1950 convention in that city.

Two very successful and valuable educational forums were conducted. The first was on casualty subjects. The moderator was John L. Ebaugh, Jr., Birmingham. On the panel were William DeMouy, Mobile; W. O. Thomas, Birmingham; Parks Hunt, Atlanta; and Alan Williams, Birmingham.

The other forum was on fire and allied lines with Wilbur K. Allen as moderator. The panel was Joe B. Chapman, Birmingham; James B. Morgan, Birmingham; Ed C. McGarity, Birmingham; and Charles Simons, Atlanta.

The Insurance Women of Birmingham sponsored an elaborate luncheon and fashion show for the visiting ladies.

N. Y. Blue Goose Meets

About 100 attended the first fall meeting of the New York City Blue Goose. George P. Albeiz, Pearl, m. l. g., and Jack Quisenberry, Johnson & Hig-

A DIRECTORY OF RESPONSIBLE

INDEPENDENT ADJUSTERS

COLORADO

Crocker Claims Service

828 Symes Building
Denver 2, Colorado
Office Telephone Main 5101
After Hours Telephone Cherry 5822

FLORIDA

MIAMI RAYMOND N. POSTON

Adjusters all lines
402 Congress Bldg., Telephone 9-6449

THOMAS M. McELVEEN COMPANY

Adjusters — All Lines
10 N. E. 3rd Ave., Miami, Florida
OFFICES
Port Myers, Florida Lakeland, Florida
Havana, Cuba West Palm Beach, Florida

ILLINOIS

E. S. GARD & CO.

Chicago Land Claims—Since 1920
175 W. Jackson Blvd. Wabash 2-8880-1

THOMAS T. NORTH, INC.

Adjusters All Lines
175 W. Jackson Blvd., Chicago 4

W. J. ROTHFUSS

Adjusters All Lines
124 S. Main St. Decatur, Ill.

J. L. FOSTER

314 First National Bank Building
Springfield, Illinois
Fire - Automobile - Casualty

INDIANA

INDIANA ADJUSTMENT COMPANY, INC.

401 Peoples Bank Building
Indianapolis 4, Indiana
Day Phone—Market 3415
Night Phone—Imperial 7389
15 Branch Offices
Each city, town and hamlet covered
On request will furnish our statewide Coverage Guide showing all towns and offices covering them.

INSURANCE CLAIM SERVICE

Chanticleer Building, 24 North 6th Street
Terre Haute, Indiana
Phone R228
22 years experience operating in eastern Illinois and western Indiana.
Legal personnel, all types of claims and losses.

IOWA

H. E. LIGHT ADJUSTMENT SERVICE

533 Higley Building
Cedar Rapids, Iowa
Office Phone 3-5311 Res. Phone 2-0151
Fire — Extended Coverage — Automobile —
Inland Marine — Casualty — Aviation
19 years experience

MICHIGAN

A. H. DINNING COMPANY

Fire - Inland Marine - Auto
F. M. Clements, Manager
Free Press Bldg., Detroit, Mich.

The Robert M. Hill Co., Inc.

INSURANCE ADJUSTERS
1356 Penobscot Bldg., Detroit 26, Michigan
Woodward 5-9650

MICHIGAN ADJUSTMENT BUREAU, INC.

208 N. Capitol Ave., Lansing 7
Phone 21687-8
H. C. Cunningham, Manager
Branches
Detroit Saginaw Kalamazoo
Grand Rapids Flint

MISSOURI

Insurance Service Bureau

3529 Franklin Ave., St. Louis 8, Mo.
Phone: NEWstead 9424—24 hour service
A. Brown Dillard, Manager
Branches
Chillicothe, Mo., Rolla, Mo., Kirksville, Mo.,
Sedalia, Mo., Sikeston, Mo.

NEW YORK

WAGNER AND GLIDDEN, INC. TOPLIS AND HARDING, INC.

Insurance Adjustments
All Kinds
Chicago Boston New York
Los Angeles Detroit

OHIO

THOMAS D. GEMERCHAK

Insurance Adjustments
All Lines
205 Great Lakes Life Bldg., Cleveland 14, O.
Phones Off. Su. 2666 — Res. Fa. 9442

BALL-VAN PATTEN, INC.

Fire — Inland Marine —
Allied Lines
1293 Citizens Building
Cleveland 14, Ohio
Phone: Superior 7850

HENRY C. LOVELL

Automobile — Casualty
Inland Marine — Aviation
734 Williamson Building
Cleveland 14, Ohio
Phone Main 5882

WISCONSIN

CLAIM SERVICE, INC.

R. L. Pendergast, General Manager
Adjusters for the companies only
Legal and company trained personnel
All types of Casualty and Automobile Claims
Compensation and Allied Lines
782 Manhattan Bldg., Telephone DALY 8-8454
Milwaukee, Wisconsin

EDITORIAL COMMENT

Formal Schooling Integrated

The emphasis that has been placed on formalized, class room type of training in fire and casualty insurance since the war has been a great forward step in sharpening the knowledge of a large corps of workers and accelerating the progress of young men who lacked the exposure to an insurance environment that they would otherwise have gotten had they not been in military service. These endeavors should not be allowed to evaporate as the war-borne personnel vacuum becomes filled. Insurance has become so complicated that there is need for formal instruction up and down the line, elementary and advanced, and not excluding the top executives, to supplement the knowledge that can be gained at a single desk. The school room should continue to have a fixed place in large insurance organizations and on a cooperative basis for the benefit of others.

However, a word of caution is in order for the student and for those that are maintaining these educational facilities. There needs to be an understanding of what can be expected from this type of training and at the same time what its limitations are. We have heard newcomers in insurance complain that there is no book that they can go to that buttons up the insurance business neatly for them, so that they might read and know it, as they might study a mathematics text and master the subject. Perhaps a great deal more could be done than has been done in organizing the whole insurance field into a text, but the kind of definite, embracing treatment that the scholarly mind yearns for is not possible to provide for the insurance business in its ever changing aspects. It might be possible to stop action with a picture of insur-

ance today but by tomorrow the picture would be dated and the one who had mastered yesterday's situation would be behind the times. The class room student of insurance should never be satisfied with what he absorbs there. If he thinks that by completing a course his education is completed he is lost. The man who gets ahead will be the one that treats the whole insurance world and everything that impinges on it as a class room and every insurance man that he has access to as an instructor. He will be an everlasting question mark. He will store up inquiries and look for men with the answers. He will have an unquenchable thirst for knowledge. He will recognize the class room or an organized study program as an excellent place to get many answers in concentrated fashion but he will realize that this is only one of a great number of places where answers are available.

Those maintaining the educational facilities, too, must realize that an organized, systematic plan of instruction will not alone guarantee a supply of adequately trained personnel. The students must be impressed with the fact that this is simply one means of gaining a glimpse of the insurance scene, that no amount of spoon fed schooling can give a man proficiency, that for the most part a man must rely on self training to forge ahead and make a place for himself.

The success in the long run of a training program will depend to a large extent on how it is integrated into the whole scheme of an insurance operation and if too much is expected of it as an isolated feature, then it will prove disillusioning to both sponsor and student and will languish.

Local agents should soon learn to rely on their own ability, ingenuity and knowledge. There come times when a new or complicated problem arises when a special agent is particularly needed. Then he should be called into action,

but the local agent should accompany him to the customer's office, listen to what he says and how he says it, to prepare himself for similar encounters in the future. A local agent should never submerge himself or his position.

PERSONAL SIDE OF THE BUSINESS

Herbert J. Lorber, head of the Rollins, Burdick, Hunter Co. agency of Chicago, is spearheading a dinner to be held at Chicago Nov. 30, sponsored by the Chicago citizens committee of Transportation Assn. of America. It is designated as a "Freedom dinner" and Mr. Lorber explained that at this time there will be launched an effort to emphasize the perils involved in trends toward greater government control of individual lives. He said the movement embraces all citizens in any walk of life that are ready to battle for the preservation of freedoms which the citizenry has been inclined to take for granted. The dinner guests will include many leaders in business, educational and other fields.

Charles T. Fritz, president of the Hardt agency of South Haven, Mich., was host to 44 company executives, field men and adjusters at golf and a buffet supper at Glenn Shores Country Club to celebrate his 25th anniversary with the agency. The dinner remarks in appreciation of Mr. Fritz were made by J. A. Cairns, Kalamazoo manager of Underwriters Adjusting. Mr. Fritz presented each guest with a silver bound ash tray inscribed for the anniversary.

B. B. Livergood, assistant supervisor of the policy examination division of the Illinois department, is confined to Macon county hospital at Decatur following a heart attack. His home is at Decatur.

R. J. Masmichael, assistant manager of Norwich Union at the head office, stopped a couple of days in New York City to visit U. S. Manager P. Smith enroute from London to the West Indies.

John Birkle, secretary of the United Kingdom branch of Zurich, with headquarters at London, is visiting the United States branch at Chicago for a couple of weeks.

He had been placed in direct charge of the newly organized interstate rating department. He was an expert on interpretations and application of the manual and all forms of rating connected with compensation.

Mr. Dumas was an expert on interpretations and the application of the manual and all forms of rating connected with workmen's compensation insurance, and at the time of his death he was in direct charge of the newly organized interstate rating department.

Charles W. Carroll, 61, president of the Rochester, N. Y., adjusting office bearing his name, died there. Mr. Carroll formed the company in 1937 when he went to Rochester from the midwest.

McAllen B. Farriss, for many years an examiner for the Mississippi department, died recently.

Mrs. Ida Chapman Faber, mother of Irvin C. Faber, Chicago manager of National Union Fire, died at a convalescent home at Barrington, Ill., at the age of 83. Her late husband, Samuel Faber, for many years was Indiana state agent of Fire Association and was a very prominent figure in his day. Her sister was married to E. C. Irvin, who was for many years president of Fire Association. Irvin Faber was a Fire Association man until he went with National Union.

Paul N. Lachmund, 39, auditor at Madison, Wis., for Employers Mutual Liability, died after a brief illness. He had been with the company since 1934.

Reginald M. Banbury, 44, vice-president Calvert Fire, died suddenly. He had been with the Commercial Credit Co. and Calvert Fire, a subsidiary, since 1929.

Mrs. Ralph Oellers, wife of the vice-president of the Meserole companies, died unexpectedly at her home at Leonia, N. J.

Arthur Pinckney, 79, Charleston, S. C., local agent, died there. He and his brother, Robert H. Pinckney, organized the firm of Pinckney Bros., now one of the oldest agencies in Charleston.

John L. Butler, 37, vice-president of the C. H. Crowe agency at East Stroudsburg, Pa., died suddenly following a heart attack. He was at his desk when struck down. He had returned the day before from a visit to the New York insurance district.

A. J. Halprin, 57, a practicing attorney in New York City who was chief trial counsel of the New York insurance superintendent, 1933-1938, died at New York City. In the time he served the insurance department he was liquidator and rehabilitator of insolvent insurers.

John A. Manning, 66, retired manager at Hartford of National Surety, died in Brooklyn. He was with the company from 1939 till he retired in 1948. He entered the home office to take

Where the Special Agent Should Come In

The special agents of fire and casualty companies can be of great service to local agents. They should realize just what is the best service and how it should be rendered. There may be too much service. A local agent wrote to his company the other day complimenting very much a special agent that had visited him. He said that he was uncommonly and extraordinarily helpful. He said that he went out and solicited business for him while he was attending to other lines of work and would bring in the applications. That in our opinion showed the wrong at-

titude of the field man. It weakened the agent. The agent allowed another person to come between him and his customers in rather an intimate way.

The agent should always be supreme in the minds of his insurance buyers. A special agent is more expert and should come to the agency as an assistant. He represents the company and wants the agent to get a correct viewpoint. The agent should usually accompany the field man in his solicitation of risks. He should study the field man's methods and the field man should be his teacher and not his solicitor.

DEATHS

Adolph Holub, 77, for 38 years a local agent at Wausau, Wis., died there after an illness of six weeks. His son, Marvin, and a daughter, Della, are associated with the agency. Another son, A. R. Holub, operates his own agency.

William H. Williams, an auditor for Fidelity & Casualty for 42 years in the Michigan territory, died suddenly of a heart attack.

Fred W. Parsons, 81, retired general agent of Massachusetts Protective, died at Richmond, Va. He had been living in Richmond about 22 years.

N. A. Dumas, assistant secretary of National Council on Compensation Insurance, died unexpectedly. He had been with National Council since 1924.

THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone WA 2-2704. EDITORIAL DEPARTMENT: Managing Editor: Levering Cartwright, News Editor: F. A. Post. Associate Editors: R. B. Mitchell, J. C. O'Connor. Assistant Editors: Richard J. Thain, John C. Burrige.

BRANCH OFFICES IN KEY CITIES

ATLANTA 3, GA.—432 Hurt Bldg. Tel. Walnut 3801. Ernest E. Hess, Southeastern Manager.
BOSTON 11, MASS.—219 Lincoln St. Tel. Liberty 2-1402. Wm. A. Scanlon, Vice-Pres.
CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. WA 2-2704. O. E. Schwartz, Chicago Manager. A. J. Wheeler, Resident Manager. L. N. Yellowless, Advertising Manager.
CINCINNATI 2, OHIO—420 E. Fourth St. Tel. Parkway 2146. George C. Roeding, Asso-

ciate Manager; George E. Wohlgenuth, News Editor; Arthur W. Riggs, Statistician.
DALLAS 1, TEXAS—802 Wilson Bldg., Tel. Prospect 7-1127. William J. O'Malley, Southwestern Manager.
DES MOINES 12, IOWA—3333 Grand Ave., Tel. 7-4677. R. J. Chapman, Resident Manager.
DETROIT 26, MICH.—522 Lafayette Bldg. Tel. Cherry 2826. A. J. Edwards, Resident Manager.

KANSAS CITY 6, MO.—605 Columbia Bank Bldg. Tel. Victor 9157. William J. Gessing, Resident Manager.
MINNEAPOLIS 2, MINN.—558 Northwestern Bank Bldg. Tel. Main 5417. R. W. Landström, Resident Manager.
NEW YORK 7, N. Y.—99 John St. Room 1103. Tel. Beekman 3-2958. Editorial Dept.—Eastern Editor: Kenneth O. Force; Assistant Editor: Donald J. Reap.

Business Dept.—Ralph E. Richman, Vice-Pres.; J. T. Curtin, Resident Manager.
PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127. Tel. Pennypacker 5-3706. E. H. Fredrikson, Resident Manager.
PITTSBURGH 22, PA.—508 Columbia Bldg. Tel. Court 2494. Jack Verde Stroup, Resident Manager.
SAN FRANCISCO 4, CAL.—507 Flatiron Bldg. Tel. EXbrook 2-3064. F. W. Bland, Pacific Coast Manager.



over d
bonds.
on this
of two
and the
both p
had be
York
known

Geor
retire
and
died t
for the

Cecil
Hartfo
is deac
preside
Bank a
Stocky

A. J
Indiana
NATION
the dea
at the
17 mo
ered.

Pre
Gre

(C

groups
still m

Natio
bulleti
observ

intensi
ture s
schedu

networ
been p

The A
uled a
program

The
ports
number

partici

FULL
A vi

conduc
Fire I

week t
in the
an ext

the M
showin

Pict
at the
exhibi

over development of license and permit bonds. He was considered an authority on this type of bond and is the author of two manuals, one on customs bonds and the other on internal revenue bonds, both published in 1940. Mr. Manning had been in the surety business in New York for many years and was well known in the insurance district.

George B. Crane of Findlay, O., 85, retired state agent of Twin City Fire and a former local agent at Findlay, died there. He had been in failing health for the past six months.

Cecil A. Robertson, 51, manager for Hartford Livestock at South St. Paul, is dead. He was also executive vice-president of Drovers Exchange State Bank and a director of St. Paul Union Stockyards Co.

A. J. Edwards, resident manager at Indianapolis and Detroit for THE NATIONAL UNDERWRITER, is bereaved by the death of his wife **Leona E. Edwards** at the age of 57. She was operated on 17 months ago and never fully recovered.

Prevention Week Great Success

(CONTINUED FROM PAGE 1)

groups. He emphasized that there is still much work to be done.

National Fire Protection Assn. in its bulletin remarks that interest in the observance this year has been the most intensive in years. Newspapers and feature services have been generous in scheduling advance features, and radio networks and individual stations have been putting on spot announcements. The American Tobacco Co. has scheduled announcements on national radio programs during the entire month.

The U. S. Chamber of Commerce reports that it expects an increase in the number of cities promoting prevention activities. Last year 2,100 chambers participated in the program.

FULL CHICAGO SCHEDULE

A variety of special events is being conducted in Chicago in connection with Fire Prevention Week. Through the week there was a fire show conducted in the Commonwealth Edison building, an exhibit was opened on Monday in the Museum of Science & Industry showing an old-time fire station, there

was a fire parade on Wednesday followed by a mass meeting at which Mayor Kennelly presented medals to Chicago fire and police heroes of 1948. The fire department exhibited and demonstrated its new apparatus.

Elmer Reske Chairman

Co-sponsors of the events were the Chicago Assn. of Commerce & Industry, Cook County Inspection Bureau and the Chicago Fire Department. Four shows a day were given at the fire demonstration and the attendance is expected to reach 20,000 by Saturday. There are exhibits of fire appliances, fire instruments in operation, moving pictures and demonstrations of common fire hazards. The Chicago Fire Insurance Patrol took a hand in this activity as did American District Telegraph Co. Elmer F. Reske, manager of Cook County Inspection Bureau, is chairman of the Chicago Assn. of Commerce Fire Prevention Committee, which is coordinating the activities in the city.

Marsh & McLennan is sponsoring the exhibit of ancient fire equipment at the Chicago Museum of Science & Industry. There is a collection of restored typical pieces of equipment ranging from the hand-drawn, hand-operated pumper to a three-horse hitch steam pumper. During Fire Prevention Week, the Chicago Fire Department displayed its latest pumper and hook-and-ladder equipment in the front of the museum. Fire prevention "shorts" are being shown in all the theaters and National Board posters are being used on all the buses and other equipment of public transportation.

Record Nashville Observance

One of the most intensive fire prevention weeks in history is being observed in Nashville. The highlight was a 2½ mile long parade with floats competing for more than \$1,000 in prizes. Addresses were made by Governor Browning of Tennessee, Mayor Cummings of Nashville, and James H. Hines, southern department manager of Crum & Forster, who was representing the National Board.

Fire Prevention Week in Seattle was featured by trailers at motion picture theaters and donated outdoor advertising. Fire prevention messages on the billboards carried the name of King County Assn. of Insurance Agents. School children distributed home inspection blanks and the Junior Red Cross

sent blanks to its members and provided speakers for civic and community clubs.

All the leading fire prevention experts took to the stump. Richard E. Vernor, manager of the fire prevention department of Western Actuarial Bureau, during the week gave talks at Wausau, Wis., Hammond, Ind., and Louisville, Ky.

Harold N. Swift, assistant district engineer of the Pacific Board, had a full week slated. He began with a talk before the Five Cities Insurance Assn. consisting of agents from Artesia, Bellflower, Downey, Norwalk and Paramount, and also before the Hollywood Agents Assn. and the Burbank, Cal., junior high school.

Ahern Talks at Peoria

Professor John J. Ahern, chairman of the fire protection and safety engineering department of Illinois Institute of Technology, addressed the Peoria chamber of commerce and pointed out that the purpose of the observance is to arouse public recognition of the fact that if fires are to be prevented every individual must take an active part. The only natural cause of fire is lightning, he said. All other fires can be prevented.

San Antonio Agcy. Honored

The Coleman & Co. agency, San Antonio, received recognition for 25 years representation of Great American. Fred Crawford, San Antonio special agent, presented sterling silver pitchers to the three members of the firm, F. M. Coleman, L. B. Joyce and Gus Hall. All have been active in the agency through the 25 years.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, AND CIRCULATION REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, AS AMENDED BY THE ACTS OF MARCH 3, 1933, AND JULY 2, 1940

(Title 39, United States Code, Section 233) of The National Underwriter, published weekly, with an additional issue in May and June, at Chicago, Ill., for Oct. 1, 1949.

1. The names and address of the publisher, editor, managing editor, and business managers are:

Publisher, The National Underwriter Co., Chicago, Ill.
Editor, Levering Cartwright, Evanston, Ill.
Managing Editor, Levering Cartwright, Evanston, Ill.

Business Manager, H. J. Burrledge, Cincinnati, Ohio.

2. The owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a partnership or other unincorporated firm, its name and address, as well as that of each individual member, must be given.)

The National Underwriter Co., Chicago, New York, Cincinnati; Elizabeth W. Herschede, Cincinnati, Ohio; John Z. Herschede, Cincinnati, Ohio; C. M. Cartwright, Evanston, Ill.; H. J. Burrledge, Cincinnati, Ohio; G. W. Wadsworth, Highland Park, Ill.; R. E. Richman, New York, N. Y.; Levering Cartwright, Evanston, Ill.; Ruth Cartwright, Evanston, Ill.; Russell Cartwright, Evanston, Ill.

3. The known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state.) None.

4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was: (This information is required from daily, weekly, semiweekly, and triweekly newspapers only.) 13,570.

LEVERING CARTWRIGHT.
Sworn to and subscribed before me this 30th day of September, 1949.

H. E. LISTUG.

(Seal)
My commission expires Aug. 18, 1954.

Just what
The Name Implies...
"RELIABLE"

is
RELIABLE

For 84 successful
years these three
principles have been
our guide:

1. Prompt payment of just claims.
2. Close cooperation with our agents.
3. Sound business methods.

Inland Marine Department
Wm. H. McGee & Co.
Managers

111 John Street New York 7, New York



RELIABLE
FIRE INSURANCE CO.
Dayton, Ohio

An Independent Ohio Company



Pictured is the entrance to the exhibit of old time fire lighting equipment on display at the Chicago Museum of Science & Industry. Marsh & McLennan is sponsoring the exhibit in connection with Fire Prevention Week.

To Agents & Brokers!

What we will do for YOUR ASSURED if you place your business with Casualty Companies who use AMERICAN GLASS SERVICE

WITHOUT ADDITIONAL CHARGE

1. Store front plate glass windows ordinarily become loose over a period of time. We will tighten up windows, reputty the frames so that a severe windstorm or a suction that may be created by the wind will not blow your assureds' windows out. Also by tightening windows, we prevent unnecessary breaks caused by traffic vibration. We will board up windows in emergency cases.
2. Our aim is to keep the loss experience of your assureds as low as possible so that companies will renew their policies.
3. You have these selling points to help you compete with low competition.

THIS SERVICE IS AVAILABLE TO YOU BY CALLING OUR OFFICE, MOHAWK 4-1100, OR YOUR COMPANY DIRECT AND YOUR REQUEST WILL BE GIVEN PROMPT ATTENTION.

Members of the Chicago Association of Commerce

BENJAMIN BERIS, President

American Glass Company
1030-42 NORTH BRANCH STREET • CHICAGO

"RECOGNITION MERITED BY OUR SERVICE"

The
UNI

Cal.
Issu
Hos

New
Ad
Not

Regu
ment l
law hav
state d
effect o
the reg
larly th
opinion
pense i
12 days
that thi
payable
to UCD
instituti
hospital
the emp
is receiv
The r
things a
not con

Definition

A hos
to mean
partmen
eral hos
ternity
or sanit
ated, as
censing
health u
1415 (a)
the hosp
state an
including
code, an
mental l
ment of
marily in
to provi
nosis, a
and nerv
fornia h
stitution
to the s
pursuant
for diag
nursing

The
certain in
by osteop
larly in
apparent
by certa
the care
marily o
and spiri

Hospital

At pr
243 small
having f
hospitals
county h
nine tub
ized hosp
ministrat
health, a
hospitals
already
relatively
is expect
more dist
the next
distinguis
pital.

The rep
(CO

Cal. Regulations Issued for UCD Hospital Cover

New Feature Treated as Additional Benefit, Not Expense Indemnity

Regulations concerning the amendment liberalizing the California UCD law have now been promulgated by the state department of employment. The effect of the amendment is changed by the regulations from what it was popularly thought to consist of. The general opinion was that it was a hospital expense indemnity benefit of \$8 a day for 12 days, but the regulations make clear that this is an additional benefit that is payable if the person otherwise entitled to UCD benefits, is also confined to an institution meeting the definition of a hospital under the new regulations. Thus the employee can recover even though he is receiving free hospitalization service. The regulations make clear that such things as the ordinary rest homes will not constitute hospitals.

Definition of Hospital

A hospital within California is defined to mean institutions licensed by the department of public health as small general hospital, large general hospital, maternity hospital or tuberculosis hospital or sanatorium; those institutions operated as hospitals but exempt from licensing by the department of public health under the provisions of sections 1415 (a) and 1415 (b) (these including the hospital of University of California, state and federally operated hospitals, including VA) of the health and safety code, and those institutions operated as mental hospitals, licensed by the department of mental hygiene which are primarily intended for, staffed and equipped to provide for the reception, care, diagnosis, and treatment of acute mental and nervous diseases. Outside of California hospitals are defined as those institutions licensed as a hospital pursuant to the statutes of the state or operated pursuant to law with organized facilities for diagnosis and surgery and 24-hour nursing service.

The definition apparently excludes certain institutions regarded as hospitals by osteopaths and chiropractors, particularly in southern California. Also it apparently excludes hospitals conducted by certain religious denominations for the care of the sick and depending primarily or perhaps solely upon prayer and spiritual means for healing.

Hospital Facilities Reviewed

At present there are in the state 243 small general hospitals, that is those having fewer than 100 beds, 57 general hospitals with more than 100 beds, 74 county hospitals, 24 maternity hospitals, nine tuberculosis hospitals, two specialized hospitals. In addition, veterans administration, U. S. department of public health, army and navy maintain certain hospitals. There are a few hospitals already erected or existing under the relatively new district hospital act. It is expected that there may be many more district hospitals established within the next few years. These are to be distinguished from the usual county hospital.

The regulations clearly mean that only

(CONTINUED ON PAGE 35)

A. & H. Underwriters Square Up to Older Risk Problems in Forum

The pressures which America's rapidly growing old-age population are placing on insurance companies were reflected at the underwriting forum during the annual meeting of the Bureau of A. & H. Underwriters. John F. Lydon, Ocean Accident, in the lead-off role in the discussion of accident insurance only as applied to older risks, opined that far too few companies are writing these risks today and many of the larger companies who could best afford to service over-age business are not doing so.

Older age underwriting and other discussions were kept scudding by the skillful and time-conscious officiating of Merle J. Thompson, Standard Accident, who was chairman of the forum. As he put it, the older age question had been drawn up to find out "what has been done for the forgotten man over 70." Mr. Lydon reported considerable difficulty in finding enough companies writing older risks that kept statistics on this business to find much of a mean between them. According to his report, there are several companies which establish no age barriers on applicants and treat each situation individually, the age factor just being one of many underwriting determinants. Apparently a good proportion of the companies which write older age business reduce the commissions on this business. There are others which increase the premium with the commission figured as a percentage of the increased premium rather than the basic premium for a normal aged risk.

W. E. Kipp, Indemnity of North America, the new chairman of the governing committee, testified that the experience of his company has been highly satisfactory on older applicants. He reported that some policyholders are more than 85 years old. He added that his company writes older ages only for agents who give them the rest of the casualty business. This is apparently a normal procedure among companies which establish no age limits. Once these risks are put on, they seem to be generally underwritten in the regular way.

Senator Hits Tender Spot

At this point, E. H. O'Connor, managing director of the Insurance Economics Society, rose to underscore the importance of consideration of older risks by saying that when he had appeared in Washington before the Senate subcommittee on health, one of the senators embarrassed him by saying, "Mr. O'Connor, I carried an accident policy for a number of years on which I filed no claims and yet, when I reached a certain age, it was cancelled. I do not think this is fair." Mr. Lydon commented that it is a very bad mistake to cancel a good risk of many years' standing simply because the man has reached some arbitrary age limit. He indicated that in the case of older risks, too much emphasis is put upon profit, saying that these oldsters should be carried for public relations and social reasons wherever possible whether they bring a profit to the company or not.

It was developed that the majority of those present writing at the older ages interject the provision that the retired and unemployed oldster must be confined to his house and thus approximate total disability if he is to receive a weekly indemnity.

The emphasis on and interest in situations brought about in compulsory disability states that had been exhibited earlier in the meeting at the Moraine hotel in Highland Park, Ill., was continued in the forum. Much appreciated were comments on the business building opportunities for individual and group A. & H. sales provided by compulsory

disability laws delivered by Alfred B. Hvale, Continental Casualty.

Mr. Hvale said that the compulsory disability laws have done a great deal of seed sowing, educating many to the need for disability insurance without furnishing them adequate amounts of this coverage. He maintained that production by companies, both of group and individual accident and health coverages should be greater in those states where compulsory disability has been established. He commented that this has not necessarily been the case and is indicative that many of the agents and companies are not alert to the opportunities provided in this direction.

A particular interest was shown by those at the forum in Mr. Hvale's prescription for supplementing compulsory disability plans which limit payments to 13 or 26 weeks. In these cases, he said that the natural supplementary private cover is that which pays very little for the first 13 or 26 weeks and then pays adequate amounts during the following weeks. He was asked by F. L. Templeman of Maryland Casualty, if this meant that he was advocating the franchise cover with a 13 or 26 waiting period. Mr. Hvale answered that he couldn't see why this wasn't desirable, though he admitted that there was too little experience on this business yet to see how it would work out. He envisioned a small supplementary payment to the compulsory cover during the 13 or 26 week period so that this cover would not, in formal terms, contain a 26-week waiting period.

Individual Sales Prospects

Mr. Hvale said the opportunities for sale of individual coverage to men covered by compulsory disability laws is very good and presents no special problem of coverage or any complex merchandising approach.

Those present expressed some considerable difference of opinion over whether death benefits are desirable and what limits are to be placed on them. The official sparkplug of this section, Mr. Kipp, saw merit in allowing death benefits. There were others present who, without rising to detail their cases, created the impression that they feel the death benefit should be the province of life insurance and that accident and sickness benefits, strictly speaking, should be the preoccupation of the industry. One man rose to ask how Lloyds of London is able to write jumbo A. & H. risks. There was no Lloyds man present, but there seemed general agreement that wide spread of risks enables them to take flyers at this kind of business. Here several of the underwriters reaffirmed the necessity of caution in writing a risk where it is suspected that the man has considerable other insurance.

Mr. Templeman carried out his role as a whip of the section on revised standard provisions with a masterful summary of just what these mean insofar as establishing a 31-day grace period, two and three year incontestable clauses and the right of the insured to cancel. A question which was posed was how to interpret the 31-day grace period where the company decides to terminate the policy at renewal. Mr. Templeman answered that before expiration a notice must be sent to the policyholder specifically invalidating the 31-day grace period. It was brought out that this whole procedure and, indeed, the 31-day period, are examples of life insurance influence on the A. & H. business. There was considerable testimony to the effect that in New York and where brokerage business is important, considerably more time than 31 days must be allowed the broker as a grace period as a practical matter. This is especially

(CONTINUED ON PAGE 32)

New York TDB Law Big Topic at A.&H. Bureau Meeting

W. E. Kipp Heads Governing Committee Succeeding Logan Bidle

By FRANK A. POST

Discussions of problems involved in writing business under the New York cash sickness law dominated the annual meeting this week at Highland Park, Ill., of Bureau of A. & H. Underwriters. One of the major addresses at the opening session was on that subject, by T. Y. Beams, vice-president of Eagle-Globe-Royal Indemnity. It also was taken up in the addresses at that session by Logan Bidle, Aetna Life, chairman of the governing committee, and Berkeley Cox, vice-president of Aetna Life, and the entire afternoon session the first day was devoted to a round table discussion of that topic.

Life and Casualty Viewpoints

One of the biggest problems involved is that of reconciling the varying view-



W. E. Kipp



Logan Bidle

points of life companies, which regard the business to be written under the New York law as group coverage, and the casualty companies, which consider it as an extension of workmen's compensation. There is much in the law itself to sustain both viewpoints. Its administration is in the hands of the workmen's compensation board but the provisions of the group law are made applicable to it. Both elements are making every effort to bring about a harmonious setup. That result undoubtedly will be accomplished but there are still many points to be marked out.

W. E. Kipp, Indemnity of North America, was named as the new chairman of the bureau governing committee to succeed Mr. Bidle, who has served two years in that post. Mr. Kipp started in the A. & H. department of Metropolitan Casualty in 1909.

He joined Indemnity of North America in 1920, the year the company was founded, as assistant superintendent of its A. & H. department. For the last two years, Mr. Kipp has been chairman of the bureau's underwriting committee. As a member of the legislative and regulatory committee he has aided in the development of the revised standard provisions law. He was named assistant secretary in 1921.

Mr. Beams went through the provisions of the New York law, stressing the fact that, unlike the other states where the cash benefit law is linked to unemployment compensation, it is

(CONTINUED ON PAGE 33)

SS Bill Wins in House but Senate Action Unlikely

WASHINGTON—The House passed the social security bill by a vote of 333 to 14, with Rep. Rankin, Mississippi, voting "present," after having defeated a minority substitute offered by Rep. Mason, Illinois, by 113 to 232.

The bill now goes to the Senate, where Senator George, finance committee chairman, says nothing will be done with it at this session of Congress.

Boost OASI Benefits 70%

Among other things, the House bill provides for an average increase of 70% in OASI benefits to present beneficiaries; a new category of total and permanent disability coverage, regardless of age; a wage credit to world war II veterans of \$160 per month under OASI, for time spent in military service; an increment of .5% for each year of an individual's OASI coverage.

It also extends the OASI system to about 11 million persons not now covered.

Pa. Accounting Hearing Draws 60

HARRISBURG—More than 60 insurance company executives and accountants attended the Pennsylvania department's hearing Tuesday for review of new regulations setting up uniform accounting.

At the suggestion of a number of officials, Commissioner Malone agreed to permit the companies to use the new accounting methods starting Jan. 1, although legally they do not go into effect until May 1, 1950.

Mr. Malone told the company representatives the new regulation conforms to the recommendation by the uniform accounting committee of National Assn. of Insurance Commissioners.

After opening of the hearing by John A. Skelton, general counsel for the department, Charles S. Lazarus, chief of the department's division of companies, reviewed the new regulations.

Joseph Magrath of Chubb & Sons, representing National Board and the industry committee on uniform accounting, urged Mr. Malone to adopt the regulations.

Mass. Bonding Writes Television Replacement Form

Massachusetts Bonding has secured approval from the New York department of a television parts and tubes replacement policy, and is writing the business for RCA Television Service Co. For the time being the policy will be written only in New York, where a recent opinion of the attorney general held that the parts replacement portion of the service contracts being used by television service companies is insurance and could not be written except by licensed insurers.

RCA, which owns its own service company, and Massachusetts Bonding worked out the coverage, evidence of which is carried on the television set owner's service contract. A. E. Spottke, vice-president of Massachusetts Bonding at New York, stated that the policy would be written for other companies that provide television service and replacement contracts, whether operated by the manufacturer or independently.

Adaptation of B. & M. Policy

The policy is written under the boiler and machinery section of the New York insurance law and is an adaptation of the B. & M. policy with the addition of an endorsement. It insures the performance of the service company's contract to the extent of parts and tubes replacement. The attorney general's ruling was handed down, it is said, after some service companies, having collected the contract fee, which is substantial, went out of business and were not around to fulfill the contract's terms.

The risks will be A rated. The rate is so much per service contract, running from \$1 down, depending on the number of contracts and the management and character of the service company.

The service company would ordinarily replace the parts and tubes rather than reporting the loss, since the insurer would generally use the service company to make the replacements. The coverage also provides that on losses reported to the insurer, the service company is charged the loss cost plus a conversion factor. The service company, acting as a trustee for insured, arranges to set up a trust account in which are deposited the contract amounts, with insurer acting as joint trustee.

By writing the coverage in this way the cost per contract will be nominal and is not expected to add to the television user's service contract price.

Discuss Group Retentions at N. Y. Dept. Hearing

At the hearing of the New York department on group retentions several suggestions were heard for inclusion in a proposed ruling affecting guarantees to group policyholders. There have been differences between life and accident and health companies as to how so-called guarantees under the policies should be regulated. The differences arise from the life company practice of returning dividends at the end of the year after claims and costs have been met while the A. & H. companies have used a retrospective rating plan. The rule will require that policyholders be informed that dividends or experience rating refunds are not guaranteed and that they are fully subject to change by the insurers.

The subject is quite complex and the department may take a month or more before issuing a ruling.

Howard Snyder of the Smith-Stoneyder agency of Wichita was called to his home at Ironwood, Mich., by the death of his brother there.

CHICAGO NOV. 3-4

Strong Program for Convention of Independents

Except for a luncheon speaker of national renown yet to be announced the program has been completed for the convention of National Assn. of Independent Insurers at the Edgewater Beach hotel, Chicago, Nov. 3-4 with John Carton of Wolverine shining as president and Vestal Lemmon of Chicago as manager.

Speakers include David Forbes of Michigan, president of National Assn. of Insurance Commissioners; Thomas Morrill, New York deputy superintendent who will talk on the limitation of figures; John Stuart of Employers Casualty of Texas and president of Insurance Accounting & Statistical Assn., on uniform accounting; Harold O. Molitor, production manager of dishonesty department of Continental Casualty, on comprehensive crime and dishonesty protection; Thomas White, assistant counsel of Employers Liability, on the compulsory auto insurance law of Massachusetts; Henry Moser of the Chicago law firm of Sonnenschen, Berkson, Lautmann, Levinson & Morse, author the Moser amendment, former chairman of the insurance section of American Bar Assn., founder and first president of N.A.I.I. and general counsel of Allstate, on the socialistic insurance experiments in Saskatchewan of which he made a personally conducted tour this past summer; Insurance Director Hershey of Illinois who will extend greetings; J. W. Hughes, executive vice-president of Farmers Auto Inter-Insurance Exchange of Los Angeles, who will discuss rate regulation viewed from California.

There will be a free and open discussion of the matter of handling small auto third party claims in the light of legislative investigations, particularly in Indiana.

Meyers Leaves State Post to Be V.-P. of Beneficial

LOS ANGELES—Ray M. Meyers will join Beneficial Standard Life and Beneficial Fire & Casualty as vice-president and comptroller of the two companies Nov. 15, following his resignation as supervising examiner of the California department.

Donald R. Luckman, former deputy commissioner and assistant to the chief of the compliance and legal section of the department, recently joined the companies as vice-president and general counsel.

Beneficial Fire & Casualty is a new stock company with an application for certification now before the department for authority to write fire and allied lines, automobile insurance and general and miscellaneous liability lines.

Mr. Meyers has for 29 years been engaged in examining, rate supervising and actuarial work in both the California and Minnesota departments.

Wichita Assn. Opens Season

Wichita Casualty & Surety Assn. opened the year with a stag-buffet at the home of Chairman Homer Minnich of Central Surety. Senator Kahrs of Wichita was a guest and spoke on "Recent Automobile Liability Decisions. Hughes Cunningham of Sheffer-Cunningham, adjusters, was program chairman.

Open Hartford Season

Hartford Assn. of A. & H. Underwriters held its first fall meeting Oct. 3. A report was given on the national convention at Cleveland. George J. Richards, Monarch Life, chairman of the executive board, presided.

HAWKEYE · SECURITY · INDUSTRIAL · THREE OF THE FINEST



DO YOU BELIEVE
That July 4th is a
Legal National
Holiday in the U. S.?

*Strange as it may seem,
the Act was never
passed making it a Legal
Holiday though it is
annually observed.*

ONE THING YOU CAN BE SURE OF...

... is that Hawkeye-Security-Industrial offer every agent every conceivable help to aid him in building sales. These three great companies give speedy, efficient service, pay claims promptly and provide the highest type of field representatives to work closely with agents. Yes, you'll find HAWKEYE-SECURITY-INDUSTRIAL a fine combination to team up with.

HAWKEYE CASUALTY CO.
SECURITY FIRE INS. CO.
INDUSTRIAL INS. CO.

Des Moines, Iowa

HAWKEYE · SECURITY · INDUSTRIAL · THREE OF THE FINEST



Try this on for size

6 $\frac{7}{8}$ - 7 $\frac{3}{4}$ - your headsize doesn't matter!

If your business is insurance - if your aim is community service and recognition - if your target is sound and steady business growth - it will fit you to a "T."

The need for fire prevention work has never been so great as it is today. It is one of the most rewarding jobs any insurance man can undertake. It focuses community attention on your business. It tends to lower fire premiums, making policies easier to sell. It pays dividends out of all proportion to the time demanded - in both personal satisfaction and the kind of community-wide goodwill that builds business.

Fire prevention helps, including motion pictures, posters, talks, and booklets are provided by many companies as well as by The National Board of Fire Underwriters, The National Fire Protection Association and others.

AUTOMOBILE INSURANCE COMPANY

STANDARD FIRE INSURANCE COMPANY

HARTFORD, CONNECTICUT

Fire and Marine Insurance

All Forms

Affiliated with AETNA LIFE INSURANCE COMPANY - AETNA CASUALTY & SURETY COMPANY

100 AGENTS ARE TREATED

Continental Casualty Stages Dishonesty Cover Sales Rally

About 100 agents of Continental Casualty who are the leaders in producing dishonesty insurance business spent two days at the home office in Chicago last week for an intensive sales conference. The meeting was conducted by the dishonesty department, which embraces all crime coverages including fidelity bonds and burglary.

Besides receiving a multitude of sales tips and sales aids, the agents were given some valuable pointers by outstanding speakers on how they might aid their prospects in preventing crime. The basis of the program was the book-

let, "Crime Loss Prevention," that Continental Casualty got out about a year ago. The booklet describes a number of the common methods used by employees in abstracting money or merchandise and is designed to assist the agent in making a favorable contact with his prospects.

This was the first such meeting that Continental has put on. Those attending were made initial members of the "Dishonesty Insurance Drivers Club" and future gatherings are expected to draw an attendance up to 500.

Robert E. Vollreide, assistant secre-

tary, and head of the dishonesty department, together with Harold O. Molitor, department production manager, moderated the meeting. Mr. Molitor acted as chairman for the sessions.

After receiving greetings the first day from Vice-presidents Norman Hoag and George A. Smith, the group was immediately bombarded with sales equipment and new selling ideas. Speakers in the afternoon were W. J. Seiler, manager of the burglary department; Paul Matthews, claim supervisor; George Risler, manager of the fidelity department; and Walter C. Crow, supervisor of the fidelity and surety claim department. Mr. Vollreide discussed the promotional plans the company is making, and Mr. Molitor introduced a new visual sales booklet entitled "Dishonesty Insurance Digest."

Agents Handsomely Treated

The agents were handsomely cared for. There was a break in the sessions each morning and afternoon for coffee and cake, and at lunch the company supplied a television set to broadcast the first two games of the world's series. A cocktail hour followed each day's activities.

Leading off the second day was the address of Robert Walstrom, advertising department manager. Mr. Walstrom was unable to attend and his paper was read by Mr. Molitor.

Mr. Walstrom criticized the campaign on dishonesty insurance that the company has been offering to agents. He said that the primary fault is that the advertising does not consistently reach the right prospects. This can be caused by a careless or improper choice of medium and often can be overcome by direct mail where a more carefully prepared list can be built up.

Direct mail might fall down if there is an inadequacy of circulation, but the largest fault in this line is that there is a sloppy follow-up by the agents.

Many agents criticize direct mail because they believe it isn't read by the prospects. Mr. Walstrom said that this is a fallacy and declared that any direct mail that is of interest to the prospect will be read. In this regard, it has as much or more effect than any other advertising medium.

The idea that direct mail is not effective because it doesn't produce immediate results is improper, Mr. Walstrom added. The accumulative effect of many mailings leaving the right impression with the prospect can be of great value to the agents.

When a reply is received a prompt follow up is of the utmost importance. The agent cannot afford to wait for a company special agent to come along and take over the question. The minimum that the agent can do is to see that prospect immediately if only to make contact with him. If the case is a difficult one, there are many sales aids that can be left to keep the prospect warm until a special agent can call.

Safe Company Man Speaks

Cecil Roberts of the Mosler Safe Co. offered some ideas that agents can use in helping their assured prevent loss and at the same time establish themselves with the employer as a good man with whom to do business.

Mr. Roberts stressed that of utmost importance to the agent is knowing his business thoroughly. This would include a knowledge of some of the loss hazards that exist. He brought out the necessity of an agent knowing the difference between fireproof and burglary-proof safes, a point that can mean a considerable amount in an annual insurance premium. Mr. Roberts told the story of his early years in the business when he sold a burglary-proof chest to a hotel to go inside its fireproof vault. The sale resulted in a decrease in premiums of some \$500 annually. The hotel operator was overjoyed with the saving, but was piqued at his insurance agent for not having given him this information previously so the savings might have put into effect some years back.

Mr. Molitor called upon a number of the agents to recite some of their successful selling plans. Among those who responded were Leonard Hurley of Knoxville; Dean Stone of the Rex West agency of Denver; N. McCullough Winters of Quincy, Ill.; Ira Canatsey of Denver; Fred Esper of Detroit, and Philip Purcell of Salt Lake City.

Last speaker on the morning session was John S. Boyle, Cook county state's attorney. He was introduced by John A. Henry, general attorney of Continental Casualty.

Mr. Boyle stressed the value of crime prevention by pointing out that the cost of crime annually runs into the billions of dollars while practically nothing is spent in the line of crime prevention. He added that the crime costs in the United States run far above the fire loss and yet fire prevention campaigns are becoming a standard feature in many towns.

Chicago Prevention Work

He explained the setup of the crime prevention bureau in Chicago, a new organization with membership representing labor, management, civic groups and others.

Mr. Boyle had a prepared talk for newspaper consumption and he hurried through it so that he would be able to get down to the dining room where there was a telecast of the world series game. The agents also were treated to the last five innings of the games on Thursday and Friday, and both games ended at exactly the starting hour for the afternoon gatherings.

Another angle of crime prevention was taken up in the afternoon by Ewing Stumm, director of sales training for National Cash Register Co. Mr. Stumm emphasized that his company is also interested in crime prevention and he, as did Mr. Roberts, pointed out a number of ways in which the agent can be of assistance to an employer in revealing potential loss situations.

Demonstrates Loss Situations

Mr. Stumm had a cash register with which he demonstrated several ways in which the employer can be cheated out of small amounts consistently. Stores using customer receipts under supervision have a lower rate of employee dishonesty than any other type of operation. If an agent walks into a store and discovers one or more of the potential loss situations, Mr. Stumm said he could almost guarantee an employee bond loss eventually.

He declared 3% of current drug company sales go down the embezzlement drain.

Messrs. Vollreide and Molitor concluded the meeting with their talks. Mr. Vollreide remarked that Continental Casualty is prepared to do an engineering job in the field of crime prevention. The company will talk with management and help on dishonesty problems. It will tackle bad risks after making inspections and suggesting improvements.

Mr. Vollreide said that the company soon will have a fairly good sized staff to deal with the crime prevention problem. He outlined a number of promotional plans that the company is getting under way to help sell dishonesty insurance business.

Mr. Molitor reviewed the numerous sales aids available. The chief trouble with insurance company selling, he said, is that the company has no control over the agent. The company might put out the best sales idea on the market, but there is no way to make the agent follow through and see that it becomes a success. He outlined seven important steps in selling and with each one demonstrated that the company is providing assistance. If the agent follows these steps with a prospect, he can almost be sure of making a sale.

A unique feature of the meeting was the fact that the agents paid all their own expenses as the result of a sales campaign on which they received 5% extra commission on comprehensive dishonesty policies.

*Accident, Health,
Casualty,
Fidelity & Surety*

★

**ACCIDENT AND CASUALTY
INSURANCE COMPANY**

of Winterthur, Switzerland

Organized 1875

★

Mid-Western Department

Insurance Exchange, Chicago 4, Ill.

William K. Synan, Manager Harold T. Roos, Assistant Manager

★

United States Head Office

111 John Street, New York 7, N.Y.

Ogden Davidson
United States Manager

Charles A. Barkie

Arthur F. McCarthy

U. S. Assistant Managers

Doctor
of Vo

MIL
surance
hospital
suram
federal
propos
of Wis
emphas

Dr.
dent-el
tion in
scriber
surgica
tors of
of ass
the sav
they co
spons

A re
Karl I
preside
a study
families
"realist
full pay
ical car
schedul
for sur
covered
or less
married
level to

L. H.
Stand

Leon
preside
dent of
late W
launched
late Co
He late
insuran
F. M
Mr. Re
has bee
E. Gavi
of the

Colo.
to Ins

Colo
being o
life and
on the
payment
sickness
is preside
man; Ja
Horace
S. Rice
ager. It
tal and
with \$40
public a
The com
by the fi
Colo
100% of
Silverm
general
casualty
ness for
New Me
fices wil
necessity
to the A
vide add

Freel
C. Fr
manager
partment
Oklahom
vice-pres
Standard

Hear I
Merritt
of Dearb
Detroit
Oct. 11 c

ACCIDENT AND HEALTH

Doctors Would Aid All Forms of Voluntary Health Cover

MILWAUKEE—Voluntary health insurance, whether controlled by doctors, hospitals, cooperatives or commercial insurance companies, is the answer to federal compulsory health insurance proposals, speakers at the convention of Wisconsin State Medical Society here emphasized.

Dr. J. W. Truitt, Milwaukee, president-elect, said Wisconsin leads the nation in legislation to protect the subscriber to consumer-sponsored medical-surgical care plans and that the doctors of the state should agree to means of assuring the consumer subscriber the same protection and freedom as they could obtain under medical society sponsored plans.

A resolution was submitted by Dr. Karl H. Doege, Marshfield, outgoing president, urging the society to conduct a study of the income of individuals and families in Wisconsin to determine "realistic levels" of income limits for full payment features of prepaid medical care plans. Doctors now accept the scheduled plan benefit as full payment for surgical services when the person covered has an annual income of \$2,000 or less if single, and \$3,600 or less if married. Some states have raised this level to \$5,000, Dr. Doege reported.

L. H. Savage President of Standard L.&A. of Okla.

Leonard H. Savage has been named president of the Standard Life & Accident of Oklahoma City to succeed the late W. R. Emerson. Mr. Savage launched his career as assistant to the late Commissioner Read of Oklahoma. He later practiced law, specializing in insurance.

F. M. Petree, who also started with Mr. Read, later entering legal practice, has been named vice-president. James E. Gavin has been appointed manager of the group department.

Colo. Insurer Projected to Insure Borrowers

Colorado Credit Life is in process of being organized at Boulder to provide life and accident and health insurance on the lives of borrowers, assuring repayment of the loan in case of accident, sickness or death. Raymond F. Grohne is president; Allen J. Lefferdink, chairman; Jack O. Robinson, vice-president; Horace B. Holmes, secretary and James S. Rice, treasurer and general manager. It will start off with \$100,000 capital and net surplus of an equal amount, with \$40,000 of this being offered to the public and shares being sold for \$2. The company expects to start operating by the first of the year.

Colorado Credit Life will reinsure 100% of its business at the outset. J. H. Silversmith, Inc., well known managing general agency at Denver for fire and casualty business, will handle the business for the new company in Colorado, New Mexico and Wyoming. Head offices will be at Boulder and when the necessity arises, an addition will be built to the Allen Enterprises Block to provide additional space.

Freel to Eberle Co.

C. Fred Freel has been appointed manager of the life and A. & H. departments for the William Eberle Co. at Oklahoma City. He previously was vice-president and director of agents for Standard Life & Accident in that city.

Hear Motors Sales Manager

Merritt D. Hill, general sales manager of Dearborn Motors Corp., addressed Detroit A. & H. Assn. at its meeting Oct. 11 on "Accidental Selling Is Out."

Compulsory Health Planners Distort Facts, Doctor Charges

A charge of distorting facts was leveled at proponents of compulsory health insurance by Dr. L. O. Pence in an address before the Spokane (Wash.) Insurance Assn. Dr. Pence declared that the 300,000 persons who, according to proponents of compulsory insurance, died for want of adequate medical care

included persons who died from accidental cases and mentally and physically incompetent persons, all of whom would have been beyond aid from either voluntary or compulsory health insurance.

Hold Ohio Congresses

Toledo Assn. of A. & H. Underwriters held a sales congress Monday with Charles B. Stumpf, Madison, Wis., president of the International association; Wesley J. A. Jones, Chicago, executive secretary, and Charles U. Pugh, Loyal Protective Life, president of the Ohio association, speakers.

The Akron congress was held Tuesday. Speakers included Mr. Stumpf, Carl A. Ernst, North American Life & Casualty, St. Paul, treasurer of the International association; J. E. Harriman, Illinois Bankers Life, Youngstown, and Sidney Fields, Cleveland, chairman of the Leading Producers Round Table.

Cincinnati Regional Oct. 31

The first of the series of regional meetings planned by H. & A. Underwriters Conference has been scheduled for Oct. 31 at the Hotel Gibson, Cincinnati.

CASUALTY
FIDELITY
SURETY

REINSURANCE



EUROPEAN GENERAL
REINSURANCE COMPANY

of London, England

LTD.

UNITED STATES BRANCH • 99 JOHN STREET • NEW YORK 7, NEW YORK
T. L. HAFF, U. S. MANAGER E. BRANDLI, Asst. U. S. MANAGER

CHANGES IN CASUALTY FIELD

Stiner Resigns State Job, Joins Universal Surety

LINCOLN, NEB.—Fred K. Stiner has resigned as assistant director of insurance of Nebraska and departmental attorney to become vice-president of Universal Surety of Lincoln. The change is effective Nov. 1.

Mr. Stiner, formerly of Hastings, Neb., joined the department after being graduated from law school in 1947. Robert H. Rydman, formerly of Omaha, will be promoted from policy attorney to departmental attorney. No action is being taken now to fill the position of assistant director. Rydman will be succeeded by Thomas H. Luhe, formerly of Seward, who recently joined the department.

Corts, Redman in Home Indemnity Changes

Home Indemnity has transferred George F. Corts, assistant manager at Memphis, to its new office at Charlotte, N. C., as manager with offices at 2000

Liberty Life building, supervising North and South Carolina. J. Carter Cook is resident secretary at Charlotte.

Home Indemnity has also transferred C. H. Redman from Cincinnati to Louisville. Mr. Redman will be assistant manager and will make his headquarters with Manager Marshall Mellor.

Ickeringill in New Post

Paul J. Ickeringill of the New York City claims department has been named special agent in southern New York and parts of Connecticut and New Jersey for New England Casualty.

Mr. Ickeringill attended Brown University and after two years of police work and several years in the army intelligence corps, joined Connecticut Indemnity in 1947 in the claims department.

Miles in N. J. Field

Fireman's Fund Indemnity has appointed Charles J. Miles as special representative for northern New Jersey

with headquarters at Newark. He joined Fireman's Fund in 1941 as an automobile underwriter. For three years he served with the army air corps and in 1946 became assistant supervisor of the automobile department.

Boston Changes Made

Standard Accident has named Hollis S. Blue manager of the casualty and fire underwriting department at Boston. He has been chief underwriter there.

Edgar S. Cook becomes manager of the production department at Boston. He was formerly a field representative.

Howard A. Eaton has been named field representative. He has been with Standard since 1942. His duties in the liability underwriting department are taken over by Alva M. Dow, Jr.

Richard T. Wigginton is in charge of the fire and marine department for Planet. He succeeds M. W. Shepherd who was transferred to Chicago office. He has been an automobile underwriter at Boston.

Douglas W. Barlow has been named assistant manager of the claim department.

Stephens Joins Atlantic

Edwin G. Stephens has joined Atlantic Mutual as assistant production manager at the head office. He has been with Employers Liability 20 years and for the past three years has been assistant resident manager for New York state.

COMPANIES

Elect Lawrence Grinstead President of Beacon Mutual

Lawrence H. Grinstead of Columbus has been elected president of Beacon Mutual Indemnity, succeeding the late Ben S. Thompson. He has been serving as vice-president and secretary and is one of the founders of the company. W. L. Payne and Don Power have been elected vice-presidents.

Paul E. Buehler, sales manager, has been made a director, and Carl Brown, claims manager, has been appointed secretary. King Thompson is treasurer.

Plans are being completed to erect a six or eight story home office building at Gay and Front streets, Columbus.

Ill. Reciprocal Licensed

Great Lakes Automobile Insurance Group, a reciprocal of Chicago, has been licensed in Illinois to write all lines of automobile insurance. Stanley H. Nysten is the president. He is a local agent and head of Great Lakes Investment Co.

Company Seeks Certificate

Interstate Indemnity has filed an application with the California department for license to write common carrier liability, automobile and general liability insurance. It has authorized capital of \$1 million, paid-in capital of \$150,000 and \$150,000 surplus.

Ray Rosendahl, Los Angeles, is president of the company, which when authorized to do business will be under the management of the Ray Rosendahl Co.

Agents of Farmers Mutual Automobile of Madison, Wis., submitted 1,300 special "birthday" applications on the mutual's 22nd anniversary, making it one of the most productive days in the company's history.

Aetna Cas. Newark Parley

A special insurance conference was conducted by the Newark branch of Aetna Casualty at Canoe Brook Country Club, with more than 50 in attendance.

Participating in the program were Assistant Secretary T. B. Fowler, Rudolph C. Larson, field supervisor, and John H. Nolan, Newark manager.

SURETY

To Confer With Federal Men on Bonding Subjects

WASHINGTON—A committee of Assn. of Casualty & Surety Companies handling problems presented by proposed government bonding legislation will meet soon with Assistant Comptroller General Ellis and Budget Bureau Representative William Armstrong to present the committee report and association views on that subject. Standard Accident heads the committee.

Two Big Contracts Bonded

Bressi & Bevanda Construction Co., North Hollywood, presented a low bid of \$1,854,624 for improvement of the Tujunga, from the Los Angeles river to Hanson dam. Hartford Accident has the bid bond.

R. V. Lloyd of Coachella, Cal., and Rannelsville, Ark., has been awarded a \$2,070,089 contract by the U. S. Bureau of Reclamation in the reconstruction of the main canal in the all-American canal system, Boulder dam project. It is reported that U. S. F. & G. will execute the payment and performance bond.

Study Sales Tax Bond

Surety Underwriters Assn. of Southern California at a meeting in Los Angeles discussed the state sales tax bond. A. H. Brunett, Maryland Casualty; W. J. McKinnon, Great American Indemnity, and F. Dalley, U. S. F. & G., will study the bond and report on their findings.

PERSONALS

William T. Harper, president of Maryland Casualty, has been named chairman of the insurance division of Baltimore's 1949 Community Chest campaign. His division will seek gifts from insurance companies with home offices in Baltimore.

Charles Scholer, president of American Income, has just celebrated the 25th anniversary of the founding of his company. Mr. Scholer, who is a pioneer in the A. & H. field, was feted by his associates and employees at the home office at Indianapolis.

Lester L. Bates, president of Capital Life & Health of Columbia, has announced his candidacy for governor of South Carolina.

Form Charleston Unit

Charleston, W. Va., Assn. of A. & H. Underwriters has been organized with C. O. Snyder, state manager for Educators Mutual, as temporary president. Wesley Jones, executive secretary International Assn. of A. & H. Underwriters, will give a talk Oct. 27.

To Ohio Company

Ted K. Mathers, state agent in Ohio for the past 13 years for Auto-Owners of Lansing, has resigned to become affiliated with Republic Indemnity of Columbia as agency vice-president.

Republic Indemnity is the outgrowth of the reorganization of Republic Mutual and is chartered to write complete automobile coverages as well as miscellaneous casualty lines and has over 150 agents operating in Ohio only.



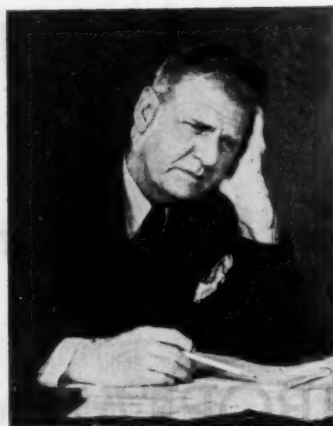
Yes Sir!
Every Good Insurance Man
sometimes feels like this Fellow!
Worried!

"Now I Remember — he told me to put on that Insurance.

"Now comes the loss, and no Insurance.

"There must have been a slip up somewhere along the line."

That is something to worry about



In this Important Business of Insurance
It Can Happen to Brokers & Agents Any Day

**ERRORS & OMISSIONS INSURANCE
FOR INSURANCE AGENTS & BROKERS
IS THE ANSWER.**

Lloyds of London

For Information and Rates

A. F. Shaw & Co., Inc.

Insurance Exchange

Phone WAbash 2-1068

"Shaw Service Satisfies"

Chicago 4, Ill.

Howland Leaves Conference Post

Billedward Howland, since 1944 statistician of H. & A. Underwriters Conference, has resigned, effective Nov. 1, to join Mutual Implement & Hardware of Owatonna, Minn., as manager of its group A. & H. department. The company is just entering that field and Mr. Howland will have charge of setting up the new department as well as its future operation. He has been particularly active in the research work conducted by the conference in connection with group, franchise and medical insurance and underwriting matters in general.

Bill Howland

Before joining the conference, Mr. Howland had been in A. & H. work at the home offices of Aetna Life and Fidelity & Casualty and with the latter company at Philadelphia. He is a son of W. H. Howland, who retired in 1944 as manager of the A. & H. department of General Accident after 25 years in that post.

His successor with the conference has not yet been selected.

Cal. Labor Boycotts UCD Private Plans

SAN FRANCISCO—California Federation of Labor, AFL, has announced a boycott against all private insurance companies writing UCD business in retaliation for the opposition presented by some companies and groups to the organization's legislative program.

It is calling upon all affiliated unions to instruct or urge members not to accept the voluntary plans presented by private carriers but to insist that the employer leave the business with the state fund, despite the fact that the voluntary plans must provide greater benefits than the state for the same cost.

Almost at the same time the organized building industry employers announced a plan to practically boycott the California state compensation fund. The builders state association is advising all its members that their workmen's compensation should be placed with private companies. It claims the state fund is operating beyond its original scope and purposes and lacks the service of the private companies. The builders also say that the fund is detrimental to all private enterprise.

Bernam to St. Louis Post

Charles A. Bernam has resigned as deputy commissioner in charge of casualty rates in the Indiana department to become manager of the casualty department of the W. A. O'Connor & Co. agency, St. Louis.

Before going to Indianapolis, Mr. Bernam was assistant manager of the Missouri compensation rating bureau. He has been chairman of the casualty rates committee of Zone 3.

Burford in Continental Post

LOS ANGELES—Harry L. Burford of Los Angeles, vice-president of California Agencies, Inc., has been elected to succeed the late president of that organization, C. A. Teasdale, and H. R. Mann, vice-president, has been named to the board of directors. In other changes in the company, Walter L. Dawes, vice-president, has resigned, with the vacancy left open; Gerald F. McKenna, manager of life, accident and health departments, who resigned, has been succeeded by Mr. Cannon, and Frank Nelson has been

transferred from the Los Angeles office to San Francisco as manager of the marine department. William Lamborn has been named special agent in the inland marine and fire department of the Los Angeles office, and William Burke, formerly with Rathbone, King & Seeley, is now assistant to H. J. Coleman, manager of the casualty department of the San Francisco office.

Another three-day seminar sponsored by Minnesota Assn. of Insurance Agents will be held at University of Minnesota Nov. 7-9.

B.M.A. Issues Book on Its History

Business Men's Assurance has issued a handsome illustrated book recounting the first 40 years of the company's history. There is a frontispiece photograph of W. T. Grant, chairman and founder. The dedication, by President J. C. Higdon, emphasizes the spirit of teamwork between home office and field in the mutual interest of policyholders. The book, "The Score at Forty," is dedi-

cated to Mr. Grant.

Besides recounting B.M.A.'s four decades, the book contains pictures of the board of directors, branch managers, presidents of various honor clubs and there is a statistical table devoted to a year-by-year showing of the company's progress in assets, income and life insurance in force.

The book was produced by Jack R. Morris, B.M.A. director of publicity.

The Reins Club, composed of New York City facultative placers, will hold its first fall meeting Oct. 25.

If Disaster Strikes-



Reinsurance Lessens the Shock. Tremendous capital outlays are at stake in the continuing operation of steel producers. A major accident or disaster could destroy or hamper a steel plant with sizable insurance costs. Properly drawn reinsurance is the most important safeguard employed by the insurance companies writing large risks. Our experience enables us to assist insurance companies with practical facilities.

EXCESS

INSURANCE COMPANY OF AMERICA

99 JOHN STREET, NEW YORK 7, N. Y. • 8 EAST 11th STREET, KANSAS CITY 6, MO.

CASUALTY, FIRE, FIDELITY AND SURETY REINSURANCE

Older A.&H. Risk Problem is Treated

(CONTINUED FROM PAGE 25)

true in the case of casualty companies which traditionally do not deal with policyholders direct, but always through agencies.

Testimony by O. F. Siegmund, General American Life, and Ray L. Hills, Great American Indemnity, on the advantages and disadvantages of the three prevalent types of A. & H. policies were so exhaustive as to call for little comment from the floor. They were discussing the merits of the package type, the schedule type and the basic policy with coverage riders.

Mr. Mills reported that the package policy is still the most common type in the industry. He said it has the advantage of being simple to fill out. On the debit side, Mr. Hills was of the opinion that people gainfully occupied today must be offered a great variety and flexi-

bility in A. & H. coverages. If this is the case, he said, use of the package policies requires that a great supply of different policies must be kept on hand creating complicated and expensive printing problems and a great variety of kits which must be pushed by the individual company.

As far as offering a great variety and still preserving essential simplicity of forms, Mr. Hills was in favor of the basic policy with coverage riders. With such a policy, the agent can prepare in advance the type which he thinks will best fit the needs of his policyholder. He need deal with only one basic policy and the rider is simple for the agent to understand. He admitted that a disadvantage of the basic policy with riders is that it requires more care and time to prepare and that the number of riders

necessarily complicates the procedure.

On the score of the schedule policy, Mr. Hills commented that it offers flexibility, economy, and easy wording for both the agent and the prospect. He numbered as a disadvantage for this type of policy the fact that the customer has before him on the face of the policy, many of the benefits which he won't have, unless he elects to take the full policy.

Takes the Other View

Taking the other point of view, Mr. Siegmund thought it was an advantage to have the policyholder see everything that he might have had. An agent who handles a schedule interview properly will take himself off the hook by emphasizing that the policyholder on his own responsibility has elected not to take full coverage. The scheduling on the policy of many items of coverage which he might have elected to wish to broaden his policy, or to realize his own responsibility for lack of coverage in case of a non-covered contingency.

Mr. Siegmund commented that the buying public has been very well educated to the schedule policy through the automobile coverages.

On the other hand, Mr. Siegmund saw as both a disadvantage and an advantage the fact that schedule policies call for home office records which are considerably more complete than those which the package type calls for. This means extra work but, on the other hand, it means that the clerk will not have to know automatically what coverage is contained in XYZ policy. He can look at the records and see precisely what is covered and what is not.

Mr. Siegmund commented that a disadvantage of the basic policy with coverage riders is that each rider must be countersigned. Riders are of various sizes, the separate states have different rider requirements which makes the basic policy plus riders a rather unattractive package. He felt that a package plan is too complex when there are many different packages. It is too hard for clerks and agents and claims people to know what each one of the policies with peculiar company nomenclature contains.

Non-Occupational Cover

Gerald S. Parker, Preferred Accident, drew the job of outlining the procedure of his company on non-occupational coverage. He said that Preferred Accident does not write non-occupational on all classes, sticking only to D, E, F, G, H and avoiding hazardous occupations. His company has no objection to writing firemen and policemen, for example, feeling that there is no extra hazard in their off-duty hours, though he admitted that many such public servants are given greater salary allowances during times of illness or accident.

Mr. Parker testified that his company will not write non-occupational on farmers and others not covered by workmen's compensation. All their risks must be covered on a 24-hour basis. His company feels that the limits on non-occupational should not exceed the workmen's compensation benefits by much. Without further comment, he raised the question that class A is perhaps not the proper non-occupational rate and one man rose to say that his company uses class B rating exclusively.

Three scheduled sections of the forum were not given, due to the absence of section leaders. Laurence B. Soper, Connecticut General, had to leave the meeting early so the discussion was bypassed on the trends in underwriting female risks for accident and sickness. C. E. Stevens, Standard Accident, was unable to launch a discussion of coverage offerings on an optional basis, because his wife was having a baby. E. Reginald Brock of the Great-West Life, who was scheduled to lead the discussion of sub-standard business, was unable to attend the meeting.

American Hospital & Life has opened an office at Bonham, Tex., with R. F. Manken, Jr., in charge.

Carl Daniel Sees Firm Place for Casualty Convention

From Carl Daniel of the Daniel & Henry Agency, St. Louis, who is retiring executive committee chairman of the casualty agents association.



Carl P. Daniel

Naturally I read with more than ordinary interest the article in the Oct. 6 issue of THE NATIONAL UNDERWRITER concerning the White Sulphur Springs joint convention of the International Assn. of Casualty & Surety Underwriters and National Assn. of Casualty & Surety Agents.

Because I, as retiring chairman of the executive committee of the N.A.C.S.A., was quoted, I hasten to correct any erroneous impression that may have been created by some of my remarks.

At no time did I mean to imply that the executive committee or the officers were groping for an answer as to what the future policies of the association should be. So far as I know, the policies haven't changed during the last four years and while I cannot speak for the incoming administration, it is my belief that our organization will continue to be an active force working in the public interest, and for the welfare of the metropolitan agents and general agents, looking towards solution of the problems of the business as a whole, and not limited solely to casualty and surety lines.

What I was trying to do at the executive committee meeting was to invite our members to freely express themselves and I deliberately opened the way for anyone to criticize the executive committee or the officers, or make suggestions, if they felt like it. I wanted the incoming administration to be given the "green light" to proceed as before, or to be put on notice if any members disapproved of our policies and objectives.

As to the merits of the joint convention, I have heard many company executives express themselves most enthusiastically in approval. The fact that a number of the old time general agents who supervised territories relinquished supervision, should not in any way diminish the desirability of top flight company executives fraternizing with the members of our association at these joint conventions. In our membership there are still a number of supervising general agents, and an even greater number of general agents and agents who perform all of the underwriting and other functions for their companies, although not supervising sub-agents in a territory. These members control substantial premium income, and it has been my observation and experience that our good friends in the company ranks continue to be interested in them, and I might say, anxious to mingle with them at the Greenbrier meetings.

Stipp to Join Continental Casualty in Claims Post

John Stipp of the legal firm of Jones, Sebat, Stipp & Swanson of Danville, Ill. on Jan. 1 will join Continental Casualty as general claims attorney handling miscellaneous casualty, legal and claim functions.

Mr. Stipp will assist M. P. Cornelius, general counsel. D. C. Anderson and L. J. Locke will continue as superintendent and assistant superintendent of the liability claim department. Mr. Stipp is director of building loans for the state of Illinois.

errors and omissions

professional
liability
cover
for...

accountants
architects
insurance brokers
and others

BOWES

company inc.

insurance

135 so. la salle st.
chicago 3, illinois

55 liberty street
new york 5, n. y.

PEERLESS
Casualty Company

AN OLD NEW ENGLAND COMPANY
INCORPORATED IN
BOSTON, NEW HAMPSHIRE

**REINSURANCES
FIDELITY AND SURETY BONDS
SPECIALIZED LINES AND EXCESS COVERS
CASUALTY AND LIABILITY LINES**

BRANCH OFFICES

NEW YORK
116 John Street

CHICAGO
175 W. Jackson Blvd.

BOSTON
110 State Street

N. Y. TDB Law Is Big Topic at A. & H. Parley

(CONTINUED FROM PAGE 25)

added to and made a part of the workmen's compensation law. The act does not now permit the state fund to provide benefits in excess of those specified in the law, but it is expected that at the next session of the legislature an effort will be made to allow it as well as the private carriers to provide excess benefits.

It also is expected that efforts will be made to secure approval of an endorsement to extend compensation policies to cover disability benefits. Whether that is wise or unwise, he commented, time alone will tell. Many contend that eventually the two coverages will be combined to afford 24-hour coverage on both occupational and non-occupational injuries and sickness under one policy contract.

To show the involved character of the treatment of disputed claims he cited a decision in New Jersey on the requirement of medical attendance, involving dentists, chiropractors and religious practitioners which would not be applicable in New York or California, and one on the interpretation of the exclusion of abortion.

Plenty of Companies Available

He took up the development of compensation business and also the disability benefit business written by life companies and said it is quite evident that there will be enough writers of business under the new law to meet all reasonable demands. He suggested that the companies should recognize the propriety of writing their proportionate share of less desirable risks, and said that if that is not done there may be more monopolistic state funds and more agitation for so-called assigned risk plans.

In addition to the actual writings under state competitive plans, he said the aroused interest of the public will increase the demand for A. & H. insurance, that in many cases the benefits will be deemed inadequate and there will be many requests for other benefits, such as death and dismemberment, hospital, surgical and medical expense.

Question has arisen as to what effect the writing of disability insurance will have on a company's reserves. Mr. Beams said he had been told by actuaries that the effect will not be burdensome and that it is not likely to afford a difficult problem for the companies.

The round table discussion was quite largely "off the record," because of the fact that final decisions have not been made on many of the questions under consideration. P. J. Burns, Eagle-Globe-Royal Indemnity, was the discussion leader. E. H. Marshall, Indemnity of North America, took up the general principles involved in writing business under the New York law. J. K. Honey, Life Insurance Assn. of America outlined the advisory policy forms, two sets having been drafted for life and casualty companies. George E. Light, Travelers, analyzed the proposed regulations just promulgated which are to be the subject of a hearing later this month. He referred to the definition of employer and employee and the assignment of responsibility of employer; the status of existing or future private plans, particularly those involving collective bargaining or agreements with associations of employees, and the meaning of "at least as favorable." L. A. Orsini of bureau staff took up company problems and applicability of the group A. & H. law. Harry V. Williams, Hartford Accident, gave a comprehensive discussion of actuarial and statistical problems.

Following their presentations, there was a flood of questions from the floor, which the panel members endeavored to answer.

Chairman Bidle in his address reviewed the growth of A. & H. premium income, comparing it with the increase in population and national income and its unique position as regards public relations. He commented on the

work of the bureau and especially the additional services which have been set up. He spoke of the importance of its statistical work and referred to the variations in claim ratio from the standpoint of size of policy which have been developed.

OK's Some California Law Features

Approval of some features of the new minimum benefit law of California was voiced by Mr. Cox, in his talk on "New Legislation Enacted and Proposed." He referred particularly to the section that prohibits any provision for payment of loss caused by a particular event or events of an amount more than three times the lowest amount promised by the policy for the same loss caused by any other event, or payment for disability caused by a particular event or events for a term more than twice the least term of payment provided by the policy for the same degree of disability caused by any other event.

"This approach to a further improvement in A. & H. policy forms is, to my way of thinking, good," Mr. Cox said. "It is aimed at correcting the same type of practice in writing policies that some of the proposed federal trade commission rules aimed at, but whereas on these points the proposed rules deal only with advertising, the California

statute goes to the root of the matter in the policy form itself. I hope that the industry as well as regulatory authorities will give careful consideration to that type of statutory restriction, which I believe will do much to eliminate one of the chief causes of criticism of our business and to increase public confidence in it."

In connection with the revision of the standard provisions law, he said it would be highly desirable to have this question settled, but suggested that in many ways it might be desirable to combine that measure, the so-called all-industry bill already adopted in many states, and some parts of the California law, so as to have only one regulatory law for A. & H. insurance instead of three. He said this would help to unify administration as well as the law itself. He favored a plan under which commissioners of two or more states having similar laws could agree that policy approval in one state also would bring approval in the other.

Mail Order Problem Reviewed

Mr. Cox reviewed the problem of mail order A. & H. insurance, stating that advances have been made along that line and emphasizing the fact that any action that is taken should not penalize mail order insurers operating on a legitimate basis such as the commercial

men's associations. He took up the proposals before FTC and the various laws that have been proposed. He emphasized that the responsibility really lies with the insurer's home state insurance department and expressed the hope that better results along that line can be obtained.

In taking up state cash sickness plans, he said they are primarily group A. & H. insurance and reviewed the progress made in that field. He praised the New York law as being a more truly competitive system. He said collective bargaining has to be taken into consideration. He stressed that private plans are more adaptable to meet specific needs and said that point should constantly be kept before the public.

Business Development Session

Because the discussion of the New York TDB law took up so much more time than was expected, the round table discussion on business development, under the leadership of H. L. Graham, Manufacturers Casualty, originally scheduled for Monday afternoon, was put over to Tuesday afternoon, which had been left open by the program makers.

Topics considered at that session included: How do you get agents out of the office?; production by top department men; A. & H. specials at key

Have you tried

THE *Western Way*

for Fidelity and Surety Bonds

our boast, we out-service all of our competitors

Write us about an agency

WESTERN SURETY COMPANY

One of America's Oldest Bonding Companies

175 West Jackson Blvd.
Chicago, Illinois

Sioux Falls
South Dakota

21 West 10th Street
Kansas City 6, Mo.

points; appointment of A. & H. only agents; contests and bonuses; advertising material; simplified forms, rates, etc., and education.

Participants in the discussions included Merle Thompson, Standard Accident; Paul H. Rogers, Aetna Life; John F. Lydon, Ocean Accident; William L. Kich, Fireman's Fund Indemnity; Gerald S. Parker, Preferred Accident; Glenn Lamar, Reliance Life; Paul W. Stadel, Lumbermen's Mutual Casualty; Robert J. Sullivan, Travelers; Fred T. Corby, Home Indemnity; D. J. Moe, United States Life; R. L. Hills, Great American Indemnity; William Wolny, Commercial Casualty; B. L. Sichelstiel, Reliance Life; Neil Brown, Hartford Accident; A. M. Ulrich, Pacific Mutual Life; Logan Bidle, Aetna Life; Austin J. Lilly, Maryland Casualty; O. F. Siegmund, General American Life.

Follmann Reviews Legislation

Manager J. F. Follmann, Jr., in his annual report reviewed the 1949 legislative season and matters before National Assn. of Insurance Commissioners. He spoke of the difficulties encountered in connection with the revised standard provisions bill and said it will now require hard thinking on the part of both the commissioners and A. & H. people

to produce a measure which will be mutually acceptable and is at all likely to be enacted uniformly in a majority of the states. Meanwhile, the companies have completely revised their policies to meet the retrospective application of the third edition of the Official Guide required by eight states. Hence, he said, the present degree of interest in completing this task is subject to serious question.

Minimum Benefit Proposals

He took up the "minimum benefit" legislation enacted in California at the instance of Commissioner Downey. Such a measure, he said, if adopted by N.A.I.C., would be extremely harmful, not alone because of the lack of clarity of meaning in the present bill, but even more because, being a rule making measure, it is not adaptable to the customary forms of "model" or "uniform" legislation. Such a measure, even if enacted uniformly in several or all of the states, "carries with it no guarantee of uniformity in the rules which would be made thereunder. Hence, the resulting lack of uniformity which would unquestionably result in actual practice would serve to create a regulatory climate among the states under which the business of accident and health insurance could no longer be economically conducted, if it

could be conducted at all without having to ask for federal relief."

Because of the increasing complexity of the regulatory pattern, the Digest of Laws and Regulations issued by the bureau in 1948 had to be augmented by two supplements put out in the past year.

Cash Sickness Laws

Mr. Follmann took up the cash sickness laws of New York, New Jersey and California. He said the passage of the New York law served to point up the importance of seeing to it, by active participation, that private insurance clearly displays that it is equipped and prepared to write such basic coverage across broad segments of the population. The result was that many companies, not formerly writing these coverages, determined to enter this field. A majority of the bureau companies plan to write coverage under the New York law and several not already writing in California and New Jersey have decided to do so in the future.

Mr. Follmann explained in detail the underwriting studies conducted by the bureau the past year, including those on franchise insurance, family expense, dependent rider, and hospital insurance, the total disability clause, writing unlevel amounts of medical expense coverage, and underwriting substandard or impaired risks.

Atomic Energy Inquiry

During the year a subcommittee was appointed to inquire whether the records of life insurance companies on atomic energy occupations would be available for study from an A. & H. viewpoint. This curiosity developed out of an address made at the last annual meeting of the bureau by Ralph R. Boyer of the atomic energy commission. The subcommittee reported that life insurance classifications would not be of use and that a separate, detailed, and costly study for

we may see chronic arthritides whose history will permit consideration for both accident and health insurance."

Recurrent or progressive eye diseases will lead to excessive losses in spite of therapeutic developments, he believes, but severe head injuries are insurable, provided a one-year waiting period has revealed no complications.

Diabetics are insurable for accident coverages and perhaps modest amounts of health, provided the diabetic is not severe and has the intelligence to follow a treatment program, Dr. Filson said. Developments in infectious types of disease, pneumonias, sinusitis, mastoiditis, peritonitis have permitted some liberalization in acceptance.

Surgical treatment of hypertension is not sufficiently developed to permit underwriting, he warned.

He did not advise considering risks involving psychoses or psychoneuroses.

"Advances on many fronts are broadening our opportunities," Dr. Filson concluded. Initially, more or less academic judgment is required but the collection and study of statistics covering experience should give the answer as to the soundness of these judgments.

Dr. C. A. Kulp, professor of insurance at University of Pennsylvania, also spoke the final day on "Accident & Health Must Take the Long Look."

Workmen's Compensation for Widow of Murdered Insurance Man Is Asked

EAST ST. LOUIS, ILL.—Raymond Q. O'Keefe, an arbitrator for the Illinois industrial commission, has recommended that Mrs. Dorothy Heininger, widow of Howard A. Heininger, murdered Jerseyville, Ill., supervisor for the Metropolitan Life, be allowed a widow's compensation under the workmen's compensation act. It has been indicated that the allowance may amount to \$7,100.

Mr. Heininger was slain last April by two hitchhikers he picked up while en route to see a policyholder. O'Keefe held that because Mr. Heininger was driving his automobile in the interest of the life company he came under the provisions of the compensation law that employees killed or injured while working with "machinery" are entitled to compensation benefits. He indicated that Mrs. Heininger's claim was the first of its kind to be filed under the Illinois act.

Fire Executives Students of Casualty Course

The casualty and surety course for fire insurance personnel which the Insurance Society of New York is sponsoring this year has proved so popular, with enrollment of approximately 65, it has had to be split into two classes. Richard H. Tillotson, assistant manager of the New York office of American Surety, is teaching both groups.

This is one of the most distinguished aggregations of students the society has ever taken under its wing. It includes three vice-presidents, two assistant vice-presidents, six secretaries and an assistant secretary, seven managers and three department heads, five assistant managers, one supervising adjuster, four supervisors, one general agent, one state agent and four special agents, five examiners, two staff adjusters, a chief clerk, two accountants, seven underwriters, two counter clerks. Less than half a dozen have less than 10 years' experience in the business.

Mr. Tillotson is taking the first 20 lectures, then specialists will handle the remaining 10 covering accounting, claims, reinsurance, etc.

There is also a fire course for casualty personnel sponsored by the society which Cameron Toole of Travelers is teaching. Here there is an enrollment of approximately 30. A third course is being given mostly for fire people by Joseph Raywid of Corroon & Reynolds for a class of about 45 on statistics in connection with uniform accounting.

A ready market for these

UNUSUAL COVERAGES

No. 6

ANIMALS

Mortality insurance on Circus and Zoo animals such as Orangutangs, Gorillas, Elephants, Giraffes — Trick Dogs, Wingless Chickens, Whales; all have been or are now insured through our facilities.

Livestock including Thoroughbred Horses, Cattle, Sheep readily covered.

Your local Zoo and Livestock Raisers should be prospects for this valuable protection.

GEO. F. BROWN & SONS

CHICAGO: 175 W. Jackson Boulevard.....WA 2-4280
NEW YORK: 100 William Street.....Di 4-8970

No. 6 of a series

THE YORKSHIRE INSURANCE COMPANY, LTD.

1824 • 125TH ANNIVERSARY • 1949

U. S. BRANCH: 90 JOHN STREET, NEW YORK, N. Y.



J. F. Follmann, Jr.



Berkeley Cox

A. & H. insurance did not appear warranted at this time, since atomic energy occupations do not at present create an underwriting problem to A. & H. insurers.

Since 1945, the bureau has been collecting loss experience statistics on aviation risks under broad coverage accident policies. Many companies have tended toward a marked reduction, amounting almost to an elimination, of the aviation exclusion previously used in accident policies and further narrowing of the aviation exclusion has now been recommended.

Referring to the educational seminars conducted by the bureau since the last annual meeting, he said they have been so successful as to assure their continuance as a permanent service.

Mr. Follmann welcomed as a new member Republic National Life.

Medical Developments Reviewed

In a review of the influences of recent developments in medicine and surgery on A. & H. underwriting, Dr. Ralph M. Filson, medical director of Travelers, said established coronary diseases and diseases of the central nervous system are still uninsurable risks. He regards recent attacks of rheumatic fever and valvular heart disease of certain types in a similar light, although exceptions may be made for limited coverage and at younger ages for the latter.

He said use of a scarce glandular substance has had amazing results "and



WANTED CASUALTY EXECUTIVE

Fire insurance organization in a specialized line is entering the casualty field. Services desired of man with full knowledge of casualty insurance including automobile. Position requires one qualified to build agency organization on national basis and to supervise the training of such an organization. Send complete information—approximate salary expected, and picture. Age preference between 35 and 45. All replies confidential. Address W-14, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WORKMEN'S COMPENSATION PRODUCER

Excellent opportunity, especially if familiar with retrospective or participating plans. Texas territory only.

TEXAS INDEMNITY INSURANCE CO.
P. O. BOX 1259 GALVESTON, TEXAS

UNDERWRITER HERE IS YOUR CHANCE

If you are looking for an opportunity—here it is. Fast growing established mutual casualty company who recently qualified for multiple underwriting needs qualified man to assume major responsibility. Prefer both casualty and fire experience. This is no ordinary opening. Central West location. Give full details. Address W-24, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Established Detroit Agency desires general casualty company with something to offer on passenger car underwriting. Good opportunity if you seek to substantially increase Michigan business. Address W-16, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Large Illinois Supervisory General Agency desires general casualty company or automobile company for sole representation in state of Illinois. Address W-22, The National Underwriter, 175 West Jackson Blvd., Chicago 4, Ill.

AVAILABLE

Casualty Executive. Over 20 years experience all lines, stock and mutual production, claims underwriting, office management. Age 46. Finest references. Address W-21, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AVAILABLE

College graduate, age 33, married, owns car, willing to relocate. Desires position as special agent with multiple line company. Seven years' experience fire and casualty underwriting and sales. Details gladly furnished. Address W-15, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

New Cal. UCD Regulations Issued

(CONTINUED FROM PAGE 25)

those hospitals which are bona fide and genuine in the usual and popular concept of that term are to be regarded as "hospitals" under this new legislation.

The regulations with relation to the word "physician" give the same definition as exists in the disability insurance act for purpose of execution of medical certificates for weekly indemnity insurance. Thus the term includes not only medical doctors, but also osteopaths, chiropractors, dentists, optometrists and certain other practitioners acting within the scope of practice authorized in their license.

Definition of "Day"

The term "day" is defined for the payments while confined in the hospital to mean a 24-hour period. This differs from the previous definition of regulations defining day to be period from midnight to midnight. Thus some practical difficulties still remain to be resolved since the earlier rule still exists for the qualification for weekly indemnity. It is expected that the two concepts of day will be resolved in favor of the claimants by the private carriers, but the state administration may find difficulty in administering the two different definitions.

Arising out of the fact that the act as written is not a "hospital indemnity" as such the regulation defines the weekly indemnity that the individual is entitled to plus the benefit of having the waiting period waived from and after the day in which the claimant enters the hospital as "basic" benefits and refers to the hospital benefit as "additional" benefits. These terms which are peculiar to the act and do not coincide with the usual language of insurance will, undoubtedly, cause some confusion among claimants for a period of time.

A technical, legal problem has arisen in view of the fact that Sec. 90 under which regulations are authorized to be adopted was changed at the last session of the legislature. The section does not expressly authorize the adoption of "emergency" regulations. The administrative procedure act, however, does authorize the adoption of emergency regulations. The department, on the basis of an attorney general's opinion has promulgated these regulations together with one relating to the authorization of out-of-state physicians executing medical certificates as "emergency" regulations. The other regulations necessitated by changes in the unemployment insurance and disability insurance act have been scheduled for public hearing Nov. 5.

The opinion has been expressed by Charles Scully, representative of the state federation of labor, that the department lacks authority to adopt any regulations on an emergency basis.

Loss Cost Is Estimated

Some observers calculate that the new hospital benefits will amount to from 20 to 22% of the premium. Some believe that those plans providing \$40 per week will have to be trimmed down to \$32.50 in order to provide a margin for the new hospital benefits. These revisions may be difficult to accomplish because consent of employees has to be obtained. The federation of labor has been gunning for plans that are privately insured, seeking to get their members to oppose the institution of new private plans and to withdraw their consent to old plans. It is understood that some of the labor elements want to put the kibosh on private plans under these state schemes because if a federal health insurance program eventually comes about and there is a pattern of recognition of private insurance at the state level, it would open up the possibility of providing for voluntary plans at the federal level.



Do any of your clients risk being only

HALF-COVERED

against power-equipment failure?

Football's too rough and rugged for half-way protective uniforms. The same idea holds true for protection against power-equipment failure. Some of your clients may feel that insurance coverage on boilers is enough. Too late, they discover that great loss can be sustained through failure of a key piece of electrical equipment. Many owners of factories, hotels, laundries and dairies realize this and act accordingly.

But there are still some who don't realize that complete protection

should cover both boiler and machinery. This is the opportunity for your agency to step in and recommend adequate coverage—plus inspections by specialists.

The Special Agent of Hartford Steam Boiler has the technical knowledge of boiler and machinery coverage to aid you in selling and servicing this type of risk. Why not check over a list of your clients now and call the Hartford man in for his helpful suggestions.



The Hartford Steam Boiler Inspection and Insurance Company

HARTFORD, CONNECTICUT

FOR POWER-PLANT INSURANCE, IT PAYS TO CHOOSE THE LEADER

INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Talk on Agents in Politics on Program of Wis. Assn.

MILWAUKEE—Program for the golden anniversary meeting of Wisconsin Assn. of Insurance Agents here Oct. 25-26 will include authoritative talks on the new assigned risk plan, the future of automobile insurance and agents in politics.

Lloyd J. Yaudes, chief casualty actuary Wisconsin department, and Edward Kraus, associate manager Wisconsin auto assigned risk plan, will describe the new plan during the Oct. 25 session.

Other speakers and their topics are: P. N. Snodgrass, secretary General Casualty—"What Does the Future Hold in the Automobile Insurance Business?" Mark S. Catlin, Jr., Appleton, Wisconsin legislator—"Are You in Politics?" C. T. Burg, vice-president Iron Fireman Co., Cleveland—"The Three Bogeysmen," a sales talk.

J. L. Ashton of Leedom, O'Connor & Noyes, Milwaukee, state vice-president, will preside at a business production forum Oct. 26. The program includes the Inland Marine Underwriters Assn. movie, "Found Money." Speakers will be R. Maynard Toelle, Chicago, mid-west supervisor of American Foreign Insurance Assn., on "Why Stay at Home?" a description of the foreign market for local agents; Harold O. Molitor, Chicago, production manager of dishonesty insurance department, Continental Casualty—"Comprehensive Crime Coverage"; and George V. Whitford, assistant western manager Fire Association, Chicago, will explain selling methods for business interruption insurance.

Commissioner Lange will be guest at a luncheon Oct. 26. Speaker will be Charles P. Butler, executive vice-president, National Assn. of Insurance Agents.

Ind. C.P.C.U. Roundup

INDIANAPOLIS—Four Indiana men were awarded the C.P.C.U. diploma at Indianapolis last Friday by Dr. H. J. Loman, dean American College of Property & Liability Underwriters. The meeting was also addressed by H. W. Chegwidgen, Camden Fire, new president of the C.P.C.U. society, who urged the Indiana chapter to carry out the C.P.C.U. principles in order to obtain a professional level.

Those receiving the designations were: Donald H. Ellis, Hadley-Mahoney Co., Indianapolis; Robert W. Swanson, state agent Royal-Liverpool, Indianapolis; Don H. O'Rourke, O'Rourke agency, Fort Wayne; and Robert E. Myers, W. P. Ray & Co., Indianapolis.

Again W. P. Ray & Co.

INDIANAPOLIS—The name of the Indianapolis general agency of Ray & Dithmer has been changed to its former name, W. P. Ray & Co. James W. Ray, son of the founder, is in charge. The other partner, Walter Dithmer, is now field supervisor for Western Underwriters Assn. at Chicago.

Clinics to Aid Mutual Agents

Four clinics on agency management, collections, accounting and filing will be sponsored by Ohio Assn. of Mutual Insurance Agents and the 1752 Club of Ohio. They will be at Granville and Findlay Nov. 8 and at Middletown and Kent Nov. 9.

The St. Louis court of Cats Meow will hold a stag business meeting Oct. 24 followed by a cocktail hour and dinner.

Michigan Assn. Clinics Are Well Attended

LANSING, MICH.—Casualty and property insurance clinics sponsored by Michigan Assn. of Insurance Agents and its affiliated local boards and by the Michigan State College extension department are attracting hundreds of agents and agency employees. The series, begun a week ago in the upper peninsula, will culminate with a clinic here Oct. 19.

The one at Saginaw brought out nearly 100. It was in charge of Carl L. Strong, coordinator of insurance training for State College. Discussion leaders included Craig Cunningham, Zurich, Chicago, on workmen's compensation, and Robert Foster, Grand Rapids, special agent Michigan F. & M., on U. & O.

The schedule also includes Flint, Detroit, Ann Arbor, Jackson, St. Joseph, Benton Harbor, and Grand Rapids.

Roland Lange, Jackson, special agent Hartford Fire, talked on specialized fire topics. A. S. Cowlin, manager, Michigan auto assigned risk plan, spoke at Detroit and Dean Russell A. Stevenson, business administration school of the University of Michigan, at both Ann Arbor and Detroit, talked.

C.P.C.U. Review at Lafayette

LAFAYETTE—A review course for parts I and II of the C.P.C.U. examination has been started here. It meets in the chamber of commerce building Mondays at 5 p.m. It is under the supervision of Prof. J. Edward Hedges of the insurance department of Indiana University and the sessions are being handled partly by Dr. Hedges and partly by field men.

SOUTH

Orders \$300,000 in Escrow for Winecoff Hotel Claims

ATLANTA—A ruling has been handed down in the court action resulting from the disastrous Winecoff hotel fire in December, 1946, in which 119 lives were lost. The court has ruled that nearly \$300,000 be placed in escrow to satisfy 149 claims for damages totaling more than \$8 million. One suit has been settled for \$10,000.

Although the suits were filed against A. F. Greely, Sr., A. F. Greely, Jr., and R. E. O'Connell, operators, jointly and individually, and Mrs. Annie Lee Irwin, W. H. Irwin and the Arlington Corp., the court ruled only the Greelys and O'Connell were liable.

A \$685,000 mortgage on the hotel property held by an insurance company has been paid. The corporation owners plan to rebuild the hotel.

Mark Silver Anniversary

Insurance Women of Dallas celebrated its silver anniversary with a "bosses' dinner." Miss Mary Kelpen of General Adjustment Bureau, Dallas, the president, welcomed guests. President C. M. Patrick of the Dallas Insurance Agents Assn. responded. R. L. Thornton, chairman of Mercantile National Bank, was the guest speaker.

Dallas Agency Reorganized

Following the death of A. C. Prendergast, senior partner in the local agency of A. C. Prendergast & Co., Dallas, established in 1922, the surviving partners purchased the interest of his

widow and will continue the agency.

Ross W. Brown, who has been with the agency 23 years, will be in charge of the fire and casualty department.

Al C. Prendergast joined the firm in 1939, and after serving in the air force for five years has been active in the life

and accident development work, and will assume complete responsibility for that phase of the agency.

Sam L. Anderson joined the firm in 1936 after several successful years as a local agent, and will be in charge of claims and service work.

PACIFIC COAST AND MOUNTAIN

Plan All-Industry Public Relations Setup on Coast

SAN FRANCISCO—Approval of an "all-industry" public relations organization, first proposed by the public relations committee of the Insurance Brokers Exchange of California, has been given by that organization's board of governors, following a report of the plan, its objectives and means of bringing such a group about.

The all-industry committee would consist of representatives from all types of insurance organizations, including adjusters, company and agent, and broker employees and allied industry groups.

Invitations are now being sent to these associations requesting appointment of such representatives.

The immediate plan would be to coordinate all similar activities of these groups and to develop three specific sections or objectives: employee education, company-producer conferences and customer relations.

Sponsors of the plan say it was prompted by a necessity to coordinate the varied activities to better obtain results desired by all. When the new group of representatives get together they will select their own officers or chairmen and develop the various divisional activities.

Benton Agents Elect Officers

Benton County (Ore.) Assn. of Insurance Agents has elected Earl Lawrence, Corvallis, president; Elmer Patrick, Corvallis, vice-president; Harold Roberts, Corvallis, secretary. The executive committee is Howard Hand, Gordon Dodge and Scott Williams.

Portland Partnership Ends

Robert I. Downey has acquired the interest of his partner, Ray W. Sherman, in the Sherman-Downey Co., Portland local agency. The real estate department has been discontinued and the agency now is associated with Campbell & McNab.

Meet at Portland Oct. 14

The executive committee of the Oregon Assn. of Insurance Agents will have its first meeting of the new fiscal year Oct. 14 at Portland.

Resume Study Courses

Study courses in property and casualty insurance sponsored by the Portland Assn. of Insurance Agents have been resumed with revised material and an improved classroom procedure.

Representatives of the Oregon Fire Underwriters Assn., and casualty company and local agents are serving as instructors for the classes, which also are offered in a correspondence course.

Automobile General Adjusters Assn. of California will hold its annual banquet Oct. 28. The meeting will be the same evening as the concluding session of California Assn. of Insurance Adjusters. This will be the 25th annual gathering of the group, and special entertainment features have been planned.

The Pacific Coast department of Boston has moved to 315 Montgomery street, San Francisco.

Multiple Line Setup Instituted at San Jose

In line with its plans to convert its internal structure to a completely integrated multiple line organization Fireman's Fund has made important personnel changes in its San Jose service office.

Special Agent William M. Compagno who has directed fire and marine underwriting production in the south coast territory since 1941, has been made supervisor in charge of all lines of business at San Jose.

Newly appointed Special Agent Irwin A. Bafigo, formerly of Fireman's Fund head office staff, has been transferred to San Jose to assist Mr. Compagno.

Special Agent George C. O'Connell will continue to look after casualty and automobile lines throughout the territory serviced from San Jose office but will spend more time in the head office and north coast field.

Elimination of departmental supervision and assignment of work on a group basis is the pattern which has been adopted in the larger departmental operations and which will soon be adopted in many of the field offices.

EAST

To Honor Safety Work of Utica Agents Oct. 25

Insurance Agents Club of Utica, N. Y., and its president, Andrew C. Treiber, will be honored at a luncheon meeting there, Oct. 25.

The club will receive a plaque and a \$250 cash award for the most effective promotion among cities of its size of the National Assn. of Insurance Agents "Safety Is Good Business" program.

The awards will be presented by John C. Stott of Norwich, immediate past president of N.A.I.A., and Roy A. Duffus of Rochester, president of the state association.

Local Board Advertises

Jamestown (N.Y.) Fire & Casualty Underwriters Assn. employed an institutional "ad" in the local paper to acquaint residents with its purpose and functions. The "ad" listed all association members.

N. Y. Regional at Potsdam

About 40 agents from St. Lawrence and Jefferson counties attended a regional meeting of New York State Assn. of Insurance Agents at Potsdam. Roy Duffus, state association president, and Jay W. Rose, secretary, spoke. Robert B. Douglass, chairman of the local group, presided.

Buyers Hear About Pa. Rates

Insurance Managers Assn. of Philadelphia, the buyers group there, at its October meeting heard a discussion of the new Pennsylvania fire rates by Robert F. Goodhue, chief engineer, and Louis C. Beutler, research engineer of the Middle Department Assn. of Fire Underwriters. Carlyle H. Hill, executive manager of the rating organization, was unable to appear.

TS

and will
for thate firm in
years as
charge ofconvert
ompletely
anization
important
ose serv-ompagno
rine un-
uth coast
en made
lines ofnt Irwin
's Fund
nsferred
mpagno.
Connell
alty and
territory
but will
ffice andsupervi-
a group
as been
ntal op-
adopted

of

Utica,
drew C.
uncheone and a
effective
size of
Agents
ram.ited by
mediate
Roy A.
of theCasualty
n insti-
to ac-
ose and
associa-

im

awrence
l a re-
x State
otsdam.
resident.
spoke.
of the

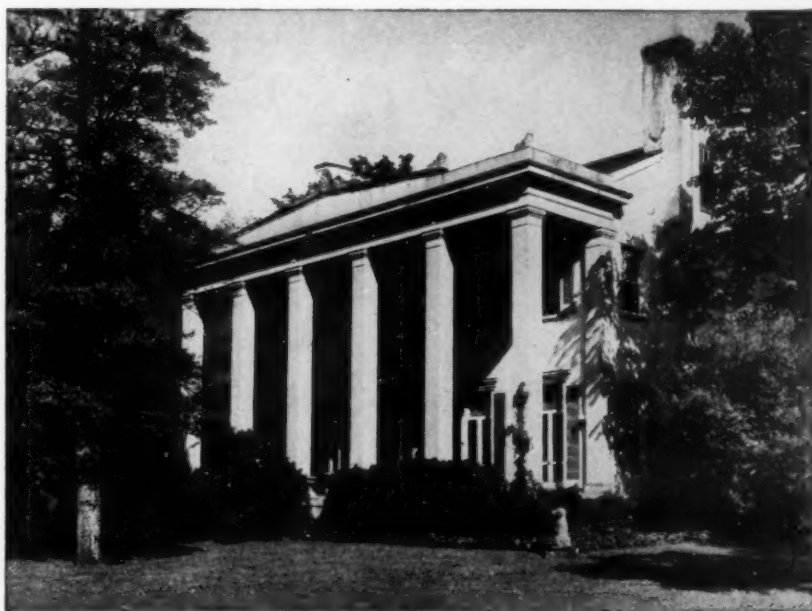
es

Phila-
at its
ision of
y Rob-
er, and
near of
of Fire
ecutive
on, was

THE musical notes of a bell which had once hung in an old French church summoned the slaves at Belle Meade to their daily tasks. By some strange chance this bell had found its way across the sea to a Mississippi steamboat where its mellow tones so captivated Belle Meade's owner that he bought it for his estate.

Located about six miles from Nashville, Belle Meade is reached through a long avenue lined with vine-covered cedars. The house was built in 1853, the year The Home was founded. It replaced an earlier dwelling which had been destroyed by fire. The six square columns on the portico were made from stone quarried on the estate. John Harding, the first owner, cleared and fenced the property when he came to Tennessee in 1805. While a home was being built, he lived in a log cabin where his son William Giles Harding was born.

Brigadier general in the militia and prominent agriculturist, William G. Harding made Belle Meade one of the most pros-



A gardener was brought from Switzerland to care for the flowers and shrubs

perous farms in Tennessee. Within its 5,000 broad acres was a park planted with blue grass where as many as 250 deer roamed unmolested. At one time elk, buffaloes and cashmere goats were also given sanctuary.

But Belle Meade's principal attraction was its magnificent thoroughbred horses, many of which, including Bonnie Scotland, Iroquois and Luke Blackburn, won lasting fame in the annals of the turf. As probably America's oldest farm for breeding thoroughbreds and one of the finest of its day the estate was



IROQUOIS - Only American bred horse that has ever won the English Derby

internationally renowned. The sale of yearling colts which was an eagerly awaited annual event brought thousands of visitors from this country and abroad. Representatives of the French government who came to inspect American thoroughbreds in 1881 reported that Belle Meade had the finest in the country. Though his horses were entered in all the leading races and won many trophies, General Harding was interested solely as a gentleman's sport and refused to take part in betting.

Besides horsemen

Famous American Homes



BELLE MEADE

the Beautiful

many prominent persons were visitors at Belle Meade, including Andrew Jackson, James K. Polk, Benjamin Harrison and Grover Cleveland. As evidence of the hospitality for which the plantation was noted, the dining table was kept extended to its full length with places always set for unexpected guests.

Like most of the southern plantations of that time Belle Meade had its complement of slaves. They were, however, treated with unusual consideration and concern for their comfort and welfare. Charles Sumner, noted abolitionist, declared

that if conditions at Belle Meade were typical of the South, "I must retract much that I have written against slavery."

Two of General Harding's daughters married brothers, William H. and Howell E. Jackson, who continued to operate Belle Meade after Harding's death. By General U. S. Grant's own ad-

mission he narrowly es-
caped capture by William Jackson who was a brigadier general in the Confederate cavalry.

Though the property passed into other hands after the death of General Jackson's son and has been reduced in size throughout the years, Belle Meade, still privately owned, has been maintained as one of the South's most beautiful plantations.

* * *

The Home, through its agents and brokers, is America's leading insurance protector of American homes and the homes of American industry.

☆ THE HOME ☆ *Insurance Company*

Home Office: 59 Maiden Lane, New York 8, N.Y.

FIRE • AUTOMOBILE • MARINE

The Home Indemnity Company, an affiliate, writes Casualty Insurance, Fidelity & Surety Bonds

Copyright 1949, The Home Insurance Company

*Y*our target is client satisfaction



... you can't miss when you're backed by



steady, experienced Service to Agencies



The National Fire Group

NATIONAL FIRE INSURANCE COMPANY OF HARTFORD
MECHANICS and TRADERS INSURANCE COMPANY



FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK
TRANSCONTINENTAL INSURANCE COMPANY

UNITED NATIONAL INDEMNITY COMPANY

EXECUTIVE AND ADMINISTRATIVE OFFICES, HARTFORD 15, CONN.

F. D. LAYTON, Chairman of the Board

H. B. COLLAMORE, President

WESTERN DEPARTMENT

CANADIAN DEPARTMENT

PACIFIC DEPARTMENT

175 W. JACKSON BLVD., CHICAGO 4, ILL.

485 MCGILL ST., MONTREAL 1, P. Q., CANADA

234 BUSH STREET, SAN FRANCISCO 20, CAL.

MEMBER THE ASSOCIATED AVIATION UNDERWRITERS

